

OBER 23, 1971

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# CHEMIST & DRUGGIST

newsweekly for pharmacy



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# CHEMIST & DRUGGIST

113th year of publication Vol. 196 No. 4781

The newsweekly for pharmacy

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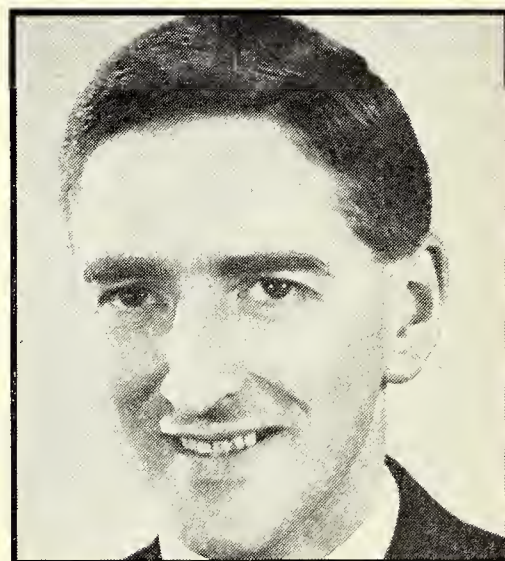
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Contents ©

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of Circulations**A Benn Group Journal**

Mr J. P. Bannerman led a review of the pharmacists' role in medicines supply at the Anglia Region Conference (see p 618)

# **SORRY!**

**We said we would be the next No.1.**

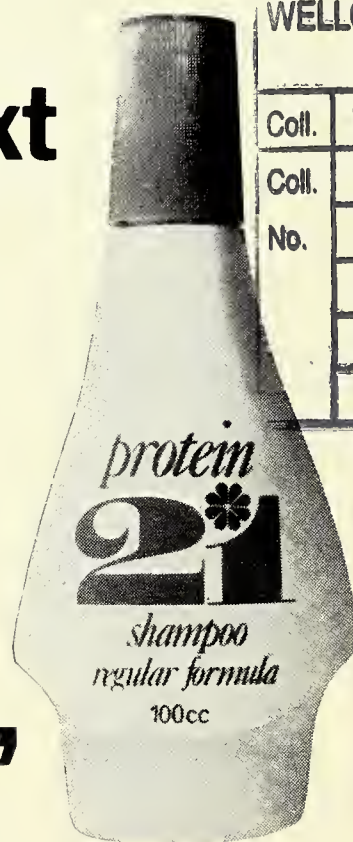
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# Chemists' business rose substantially in July-August

Turnover of chemists' shops during July/August was 8 per cent higher than a year earlier, according to the latest *Retailer Report* from A. C. Nielsen, the market research company.

Nielsen comment: "The holiday months of July/August almost invariably provide the best figures of the year outside the peak Christmas period, and this year was no exception to the rule."

Counter business expanded sharply on the short term, while NHS fell away, says the report. Leading the way in the over-the-counter increases were the small independents with a 15 per cent advance on the May/June period it adds.

Compared with a year earlier, percentage increases in cash sales were as follows: Multiples and Co-operatives, 11 per cent; large independents, 8 per cent; small independents 9 per cent.

Total average weekly turnover was £7.7m, compared with £7.1m in July/August 1970.

Average weekly cash sales per shop were as follows (figures for a year earlier in parentheses): Large independents, £490 (£454); multiples/Co-operatives £482 (£435); small independents £182 (£167).

Average weekly National Health Service receipts worked out like this: Large independents, £371 (£338); multiples/Co-operatives, £288 (£284); £190 (£173).

In large independents, NHS business accounted for 42 per cent of total turnover (41.6 per cent last year); in small independents 44.5 per cent (44.7 per cent) and in multiples/Co-operatives, 35.2 per cent (33.3 per cent).

During July, independents dispensed 87.2 per cent of NHS prescriptions, an average of 1,618; the multiples and Co-operatives averaged 1,791 (12.8 per cent of the total). In each case the number was higher than in June, but the share of the independents was 0.4 per cent lower.

## Pharmacy wanted in health centre

A request for the provision of pharmaceutical facilities at a new health centre in Aughton, Lancashire, is to be made by the local parish council to the Lancashire Executive Council.

At last week's parish meeting it was decided to ask for at least facilities for the making

## President is confident of the future

"I believe that we can assist in the evolution of a profession that will become stronger professionally and economically," said Mr W. M. Darling, president of the Pharmaceutical Society last week.

Speaking at a "working dinner" of the East Metropolitan Branch of the Society held in the Palace of Westminster, he stated that he could not subscribe to the "dismal picture of pharmacy" many people were painting today.

But Mr Darling's review of current problems was nevertheless wide ranging. He spoke of rumours that the Medicines Act general sale list would be extensive, and promised that Council would make every possible representation to ensure that its view of the public interest would prevail.

Arguing also for an adequate armamentarium for the pharmacist between the prescription-only and general-sale lists, Mr Darling shuddered to think of the effect on the medical services if all patients had to be referred to doctors.

Entry into the Common Market would have an enormous impact—but the president thought the effect would be beneficial to the public. For general practice there would be limitation on the range of merchandise that could be sold and the pharmacist would be fully responsible for the medicines he supplied.

Mr Darling urged the Government to come to a decision on the Society's proposals for a planned

up of prescriptions. The centre is to serve the parish's 8,000 inhabitants, and may not be operational for some time.

A councillor said that she took old people's prescriptions to Ormskirk; the only chemist's shop in the parish had been sold.



Mr Patrick Jenkin MP speaks at the East Metropolitan dinner

pharmaceutical service. If the Government wanted changes, let it say so and the Society would discuss them. Nothing should hold up legislation that would enable the profession to continue to provide a comprehensive service to the public.

The dinner was sponsored by Mr Patrick Jenkin, MP for Wanstead and Woodford. The toast to the Society was proposed by Mr D. C. Evans, branch chairman.

## Dear drugs attacked

Without prejudicing the nation's health, £20-30m a year could be saved on Britain's drugs bill, according to Dr Donald Macmillan of Plymouth in a health debate at the Conservative Party conference last week.

He was attacking what he called "aids to comfort" such as cough syrups, sleeping tablets, tranquillisers and appetite suppressants, on which he said one sixth of last year's £166m, spent on drugs, went.

Dr Macmillan called for the drugs bill to be examined in detail. "I would like to believe that all these medicines were absolutely necessary," he said. He was convinced that cheaper, but no less effective, preparations could replace expensive products distributed with high pressure sales techniques often by American drug firms.

In the same debate, Sir Keith Joseph, Secretary of State for Health, said that the campaigns to encourage people to take up various benefits and the Family Income Supplement had attracted 700,000 claims in the past six months and they were still coming in at the rate of 90,000 a month.

Studies were being made to avoid the multiplicity of forms.

## Trade mark confusion

When Parliament reassembled after the summer recess, Mr D. S. Skinner asked the Secretary of State for Trade and Industry why he permitted the brand name Treetop to be registered by one company as the name of a disinfectant and another as the name of a fruit drink (See C&D September 25, p 416).

Mr David Price, Parliamentary Secretary, replied: "A direction was issued to the registrar of trade marks in 1961 to draw the attention of new applicants for trade marks to the risk of confusion of this kind. Both these marks were on the register before that date.

"Nevertheless when, in 1969, Treetop was re-registered for non-alcoholic drinks the examiner should have followed the direction, but unfortunately failed to do so. The Secretary of State has taken steps to ensure that the direction is strictly observed in future.

"Meanwhile I understand the firms concerned are negotiating with a view to avoiding risk of confusion by the public."

Mr R. Redmon asked the Secretary of State about early publication of the Government's White Paper on metrication. Sir John Eden, Minister for Industry, hoped to be able to announce the date of publication "within the next few weeks."

No decision has yet been taken on how and what information should be published about the grant of licences under the Medicines Act, Sir Keith Joseph, Secretary for Social Services told Mr Laurie Pavitt on Monday. He would make an announcement when a conclusion was reached.



## Study on drug hoarders

"Medicine takers, prescribers and hoarders" is to be the title of a book to be published around the end of the year.

It is to contain material from a detailed study by the Medical Care Research Unit of the Institute of Community Studies. Preparation has reached the revision stage and, according to a statement by the Department of Health, the study "has investigated the causes of the widespread practice of persons accumulating medicines in the home."

For the investigation, a representative sample of people was taken from the electoral role and they were asked what medicines they had taken or used both within the previous 24 hours and in the previous fortnight. Self-medication was differentiated from prescribed products and it was established for how long each preparation had been taken.

The patients' general practitioners were then presented with those details and their views of the medication were sought.

A further sample of households, as units, were studied to find the quantity of medicines present and where they were being hoarded. Details of the site of storage—such as kitchen cupboards, shelves, medicine cabinets and handbags—were established.

## New 'discount' group started

Croydon, Surrey, is to be a test area for Gainsave, an organisation to "boost the turnover of small shopkeepers of every kind and to reduce the shopping bills of the housewife".

Principle of the scheme is to give small concerns an opportunity to become Gainsave shopkeepers who would guarantee a 5-15 per cent discount to all card-holding shoppers. Shoppers themselves would pay £1 a year for membership, and it is estimated that an average family of three would save about £50 a year as a result.

For the shopkeeper, it is anticipated that there will be doubling of turnover as the result of participation. Only one shop of any particular type in any local area will be permitted to display Gainsave insignia.

The Gainsave organisation will conduct advertising campaigns to popularise the scheme.



Lord Meston (left), president of the British Society of Commerce, presents a Society shield to Mr Norman Berry, Burroughs Wellcome's UK and Ireland regional manager, during a visit to Burroughs Wellcome, Dartford, on October 12. About 30 members of the Society toured the sterile products, packaging and warehouse departments

## 'Educate now for VAT changeover'

The need for a campaign of VAT education "equal to that undertaken by the Decimal Currency Board", is stressed in a new booklet: "Value Added Tax: Its Administration," issued by the National Chamber of Trade.

The Chamber urges the Government to create a body similar to the DCB—"and that such a body be constituted this autumn."

The most compelling need is for the smaller retail businesses to be instructed, says the NCT. "The retail trade associations (it is in retailing that most complications arise) have the necessary contacts and lines of communication, but not the finances to mount the necessary campaign."

Perhaps this is a field in which the Distributive Industry Training Board might be involved," it is suggested.

The publication is based on meetings between the Customs and Excise Department and representatives of trade associations. The NCT thinks that discussions on VAT procedures have now reached a stage where a reasonably comprehensive review can be given of the guide-lines that may emerge from the attitudes adopted by the Customs and Excise Department.

That is what the present publication sets out to do, spelling out the general lines on which the Chamber expects VAT regulations to be based. Also included are the NCT's own

objections and suggestions for improvement.

Copies may be obtained from the NCT, at Enterprise House, 3 Hyde Park Place, London W2 2LD, price £0.15.

(Comment, page 617.)

## Fewer heroin addicts

Guarded optimism about the containment of heroin addiction is expressed by Sir George Godber, chief medical officer, Department of Health, in his annual report for the year 1970.

The number of new heroin addicts in 1970, at 353, was well below that of the previous year (652). Second and subsequent notifications numbered 1,489 in 1970 (1,977 in 1969).

By the end of the year doctors in treatment centres were prescribing only about two fifths of the amount of heroin prescribed two and a half years earlier. The drop in the number of new addicts who are under the age of 20 is referred to as "most encouraging."

Sir George records that little is known about the misuse of other drugs, particularly the

central stimulants and the hallucinogens.

"There was a brief episode of abuse of barbiturate intravenously, but the dangers of this are so great and manifest that it appears to have fallen."

The amount of amphetamine prescribed by the end of the year had been reduced by about one third.

Much useful information should come out of a research project that is under way to follow up all addicts receiving treatment at drug dependency centres, the report states.

The section on drug dependence ends with the cautionary note that: "There is no cause for complacency because properly comparable figures are only available for these two years and fashions in drug abuse change with remarkable rapidity."

Part of the report dealing with poisoning states that mortality figures for acute poisoning in England and Wales have shown a continuing downward trend, the total in 1970 being 4,017 (4,514 in 1969).

The conclusion that that was due mainly to fewer cases of carbon monoxide poisoning is drawn. Barbiturates are still next in order among the causes of successful self-poisoning, with salicylates in third position.

The comment is made that the annual increase in the number of small children who have to be taken into hospital as a result of poisoning is particularly striking. Child-resistant packaging seldom resists childish ingenuity for long, but this and strip-packaging is being investigated by the Department of Health.

Information on Canadian and Australian experience on the subject is being sought. ("On the State of the Public Health." 1970. HM Stationery Office. £0.95.)

## PO introduce Confravision

The world's first purpose-built network enabling conferences or discussions to take place on closed circuit television between small groups of people hundreds of miles apart, has been opened by the GPO in London, Birmingham, Bristol and Glasgow.

At the moment the service, known as Confravision, is being offered as a trial for a nominal fee of £20 for a two-way call. The fully commercial charges are £120 an hour up to and including 125 miles (£180 an hour over 125 miles).



# EEC problems for company chemists

If certain draft directives now before the European Parliament are confirmed by the Council of Ministers, the pharmacist would have to be the owner of the medicaments he supplied, and of the goods he was authorised to sell, claimed Mr A. G. Mervyn Madge, a member of the Pharmaceutical Society's Council, in an address to the Liverpool Chemists' Association and Branch of the Society last week.

Speaking on "Pharmacy and the Common Market", Mr Madge said that the ownership question would present a problem for the multiple companies, because if the directives were approved, the operation of company pharmacy would not be permissible under the Treaty of Rome.

A solution would seem to be for the company to lease the premises to the pharmacist-manager, who would, under such an arrangement, own the apparatus and equipment.

He could make all his purchases from the parent company but would have complete professional freedom, said Mr Madge.

("The effect on pharmacy in Eire on joining EEC", see p 622.)

## Oxygen rates up by 30 per cent

New scales of payment for oxygen therapy services under the National Health Service, representing an overall increase of more than 30 per cent, come into operation in England and Wales on November 1.

The scales include an increase in the professional fee for supplying a lightweight set from £1.00 to £1.40, and an increase in the loan fee from £1.50 to £1.75 for the first month, £1.15 for the second month and £0.55 each month thereafter.

Delivery allowances are also increased. Details are being sent to contractors by the Central NHS (Chemist Contractors) Committee which negotiated the new rates with the Department of Health.

## Aerosol congress in Amsterdam

Papers read at the Eighth International Aerosol Congress held in Amsterdam recently contained for the first time a concentrated programme on the marketing of aerosols.

## Decision on ampicillin salt stands

A contention by Beecham Group Ltd that their manufacture and sale of ampicillin trihydrate, prior to 1963, was a bar to the grant of a patent for the drug to American competitors, was rejected in the High Court last week.

Beecham's application for an order quashing a decision of Mr Justice Whitford, sitting as the Patents Appeals Tribunal, on November 30, 1970, was dismissed with costs.

Mr Justice Whitford had ruled that Beecham's could not oppose the grant to Bristol-Myers Co, of Syracuse, New York, of a patent for ampicillin trihydrate, however made, on the ground of their prior use.

Lord Widgery (Lord Chief Justice) said that during the manufacture of ampicillin, Beechams, by chance, produced ampicillin trihydrate which was subsequently found by the American company to have a longer shelf-life than ampicillin.

In opposing Bristol-Myers' application for a patent for the drug, howsoever produced, Beechams claimed that their manufacture of the drug, by chance, was a "prior use" within the meaning of the patent legislation. Lord Widgery said Beecham's produced about 1 cwt of ampicillin trihydrate, but they did not put it on the market in its virgin state. It was mixed with, and masked by, other substances so that it was impossible for anyone to discover that it was ampicillin trihydrate. "I think when one looks at the facts in this case it cannot be treated as a case where Beecham's sold ampicillin trihydrate", said Lord Widgery. "What they sold was a compound in which there was some ampicillin trihydrate." In such circumstances the use of ampicillin trihydrate by the Beecham Group was a "secret use" and



Southern area winner of Shulton's Old Spice 1971 window display competition (see announcement in C&D, July 31) was Mrs Prosser of D. P. Prosser (Chemist) Ltd, Market Place, Padstow, Cornwall. She is seen receiving her cheque from Mr W. Gencross, area manager. The prize consists of a 17 day holiday in Mauritius for two people, plus all travelling expenses, a £20 dress allowance for the lady and £25 for the window dresser

could not be relied upon as a "prior use", said Lord Widgery.

Mr Justice Bridge and Mr Justice Shaw agreed that the application should be dismissed.

## Oats cure for smoking

Trials conducted on the treatment of opium addiction and cigarette smoking, using a decoction of common oats (*Avena sativa*) have been reported recently in the *British Medical Journal* and *Nature*.

Dr C. L. Anand, Ruchill Hospital, Glasgow, claims considerable success with this preparation in his trials.

The drug is listed in the United States National Formulary (7th Ed) and Dispensatory (21st Ed, Part 1).

The decoction was prepared by obtaining an alcoholic extraction of the whole plant, excluding the root, and subsequent filtering.

Ten chronic opium addicts were involved in the first trial. They were attending an Indian hospital for other medical reasons and consented to take the drug, despite all previous treatments having failed.

At the end of the trial, six had given up opium and two had reduced their dosage. No serious withdrawal symptoms were noted and opium was freely available throughout the trial.

In the second trial, 26 cigarette smokers, including healthy

volunteers and chronic patients in the chest ward of a Glasgow hospital participated.

They were told that a drug was being tested which might affect their smoking, and that they were not to make any conscious effort to alter their smoking. Half the patients received a placebo, the other half the oats decoction.

At the end, five patients had stopped smoking, seven had reduced it to less than 50 per cent. In the placebo group daily consumption of cigarettes was maintained virtually constant.

Loss of craving for tobacco was reported even after withdrawal of the drug.

Dr Anand states that he feels these findings warrant further investigation.

## Problems of SA pharmacists

Pharmacists throughout South Africa are finding that the price-conscious consumer is forcing them to sell everything from electrical goods to stockings. Smaller and older chemists are closing their shops or amalgamating with bigger concerns following this trend.

By absorbing small pharmacies into larger businesses the need to sell items other than medicines would decrease and the trained manpower employed in selling these items would then concentrate its talents into the health service.





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# Hospital regions not equal in drug analysis

Considerable variations in the distribution of drug analysis equipment in hospital regions have been brought to light by a hospital pharmacist's research.

They were reported on when the 1971 Merck Sharp & Dohme Award for the advancement of hospital pharmacy was presented to Mr T. H. Furber, group pharmacist, Selly Oak Hospital, Birmingham, on Tuesday at St Bartholomew's Hospital, London.

Mr Furber gave his paper on "Analytical control of drugs in hospitals of the UK", in which he established the amount of analytical equipment being used in hospital pharmacies.

He found that the average distribution of basic items of equipment, such as analytical balances and pH meters, was about one item per 4,000 beds. "Regional level" equipment was not yet available in every region. The distribution of ultra-violet spectrophotometers averaged one per 15,000 beds and that of refractrometers one per 25,000 beds.

Some hospitals, he said, have developed the use of chromatography and sterility testing within the pharmaceutical department.

Several regions have no centre routinely assaying purchased items and work is generally concentrated on products about which further information is required.

Some 147 members of pharmaceutical staff were employed on analytical control at the time of the survey.

Hospital pharmacists were generally not satisfied with the analytical control available to them. Development had been hindered by lack of staff, lack of equipment and lack of laboratory space.

The basic responsibility of the pharmacist is to ensure that the products which he issues, whether hospital-made or purchased, are appropriate to the use to which they will be put. It is important, said Mr Furber, that such decisions shall be based on objective criteria and it is encouraging to see the development of non-official tests in some departments in assessment of apparently equivalent preparations.

Presenting the award, Dr J. J. F. Merry, MSD, medical

director, said that when analytical techniques were more widely extended in major hospitals, pharmacists could decide for themselves whether or not the best guarantee of quality was the label of a reputable manufacturer.

Although biological availability testing was now compulsory for new products under the Medicines Act, he said he would like to see this extended to all generics even if they did comply with the minimum pharmaceutical specifications of the BP.

Comparisons between brands must be made by measuring blood levels achieved with the products in the same patient.

## 'Hypermarket' influence

The likely effects on existing shopping centres of the establishment of a "hypermarket" in a locality is the subject of a survey recently carried out on behalf of the Sunderland Corporation.

The survey was undertaken in connection with a proposed 100,000 sq ft "hypermarket" at Doxford Park, a new township on the South-west boundary of Sunderland.

The initial conclusion is that the effects will be negligible on the central shopping area. Some district shopping centres nearer the proposed site might suffer some significant diversion of trade—but, it is argued, these would not be absolute losses; they would be lowered rates of increase in trade.

The full market research field survey and assessment will be published in full by the Sunderland Corporation at a later date.

## Equine epidemic controlled

Malathion was recently used to halt the epidemic of Venezuelan equine encephalomyelitis. The undiluted insecticide was applied at the rate of 2-6-3 ounces per acre, with a small quantity of another chemical,

in two aerial spraying attacks on more than nine million acres of land along the Mexico-US border.

The spraying programme was described by some US Department of Agriculture officials as the largest undertaken in such a short time. During one day, 40 aeroplanes sprayed as many as one million acres.

The effort to control the mosquito-carried virus was mounted after about 1,400 horses had died in Texas and several dozen humans had been affected with influenza-like symptoms. The disease is sometimes transmitted from horse to human, but is rarely fatal in humans. It was unknown in the US until the current epidemic, which started in Central America and spread northward.

Malathion, marketed in the UK by Cyanamid of Great Britain Ltd, has been used throughout the world to control various insects.

## Cervical smears

A memorandum (HM (71) 79) setting out the arrangements, which will operate from January 1972, for the routine recall of women for cervical smear screening has recently been issued by the Department of Health.

## Irish news

### Postgraduate lectures on drug abuse

The Pharmaceutical Society of Ireland agreed at the annual meeting in Wexford on October 11 to investigate the possibility of providing postgraduate courses for pharmacists willing to speak about drug abuse problems.

The decision arose from a motion, proposed by Mr Christopher O'Connor, "That in view of the alarming spread of drug abuse, the Society shall provide a postgraduate course and otherwise help pharmacists who are willing to be trained to speak at seminars, give lectures and participate in a co-ordinated national programme for the solution of drug problems."

Mr O'Connor said he wanted the Society to run a crash course for pharmacists as "drug counsellors". They were the only people—apart from a few specialists—who had the knowledge and the experience (see also p 625).

## Change of name planned

To coincide with the fiftieth year of its publication in 1972 the *Irish Chemist and Druggist* will be changing its title. From the beginning of the new year it will be known as the "Irish Pharmacy Journal". Other minor changes are planned for the publication.

## IDA views on proposed Union

The Irish Drug Association recently conducted a survey among members seeking their views on the new Pharmaceutical Union. Voting papers were issued to 922 paid-up members, and of the 456 replies obtained, 103 voted for the IDA to continue in its present form. A total of 30 voted to have Rule 4 altered to permit non-proprietor pharmacists to join the IDA (opting for this arrangement implied that the name of the IDA would be changed).

A total of 216 answered "Yes" to the question: "Do you wish that the Irish Drug Association offer to affiliate with the proposed new Pharmaceutical Union, while still retaining its own rules and legal identity therein?"

Fifty four members suggested that the Committee of the association recommend its members to join the proposed new Pharmaceutical Union; 28 indicated that the IDA should phase out six months after the new Union became established and hand over all assets and liabilities to the new Union. Because of the additions those 82 votes were regarded as "spoiled". Of 19 other spoiled votes, six wrote on the voting paper suggesting that the Association should be abolished.

A further statement on the matter will be issued by the Committee soon.

## Fire damage at factory

Extensive damage was caused to the premises of Irish Pharmaceuticals Ltd at Mount Brown, Dublin, on the evening of October 5, when much of the Christmas stock being manufactured was lost in a blaze which took seven sections of the fire brigade to bring under control.

Managing director, Mr Hugh Palmer, stated later that the damage was not as bad as was at first thought and that they hoped to be back in production in a matter of months.



# COMPANY NEWS

## Astra Group sales advance

Group sales of the Swedish Astra Group for the first eight months of 1971 rose by 12 per cent to US \$90.1m against the corresponding period of 1970. Sales outside Sweden increased by 30 per cent to account for 47 per cent of total sales (1970: 41 per cent).

According to present calculations, sales for 1971 will go up by 12 per cent to about \$140.6m. The improvement over forecast may be attributed to the acquisition of Gema Kemiska Fabrik by the home products division and of Nordiens Inredningar by the industrial products division during the year. Sales by the pharmaceutical's division were up by 6 per cent at \$62.6m.

Consolidated earnings of the Group before appropriations and taxes have increased by 10 per cent over the corresponding period of 1970.

The increase in Swedish pharmaceutical sales is equal to the domestic market growth. Sales of own "ethicals" have greatly outstripped the market growth, whereas sales of products under agency commissions are increasing at a slower rate. The division's foreign sales went up by 20 per cent.

Sales and earnings by the division for the year as a whole are expected to exceed the budgeted figures. The reason for that is increased sales of own specialties as well as increased sales in foreign markets, which in addition means that earnings will grow at a faster rate than sales. In view of today's floating parities, it is difficult to gauge just how large the improved earnings can be expected to turn out.

Ciba-Geigy of Switzerland and Astra's subsidiary, Hässle, will form a joint company on a 50-50 basis to market each of their drugs in Sweden, Norway and Finland. The new company, to be called Hässle-Ciba-Geigy, will have headquarters in Mölndal near Gothenburg and operate from January 1, 1972. Hässle's research organisation and sales in other countries are not affected by the agreement.

## Barclay & Sons: new acquisition

Barclay & Sons Ltd have acquired the total share capital of Cartwright (Rawdon) Ltd and Lakeside Laboratories Ltd, Leeds. It is intended that their operation will be merged with Reynolds & Branson who were acquired by Barclay in May.

Mr Stewart Ritchie, commercial director of Barclay & Sons Ltd, announcing the new purchase said: "This acquisition doubles our turnover in Yorkshire to over £4m and provides the group with three operating centres in the area."

## Dundee-Combex profit up

The first-half group net trading profit of Dundee-Combex-Marx Ltd rose to £84,920 from £78,037 in the same period of 1970.

The board are of the opinion that there should be "a substantial increase" in profits in the current year.

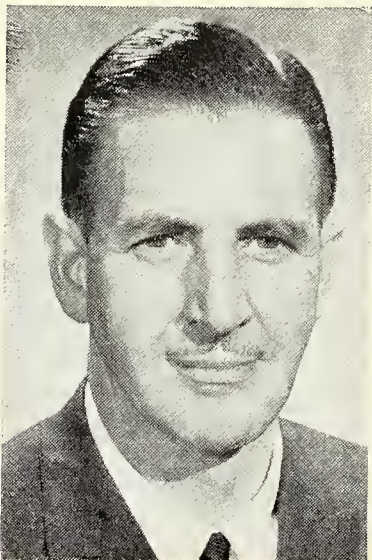
## Orders 'falling off'—Greeff

Greeff-Chemicals Holdings Ltd state that trading conditions at present show some falling off of orders but the directors expect that overall profits in the second half of 1971 will not be greatly different from the amount earned in the second half of 1970.

In the first half of this year profit on trading, including compensation for the termination of an agency, was £64,066 (£66,746). After tax profit is £219,167 (against £205,409).

## Eli Lilly's new president

Eli Lilly International Corporation have appointed Mr Robert S. MacNeill president of the corporation.



Mr MacNeill, who has been in charge of the London office, will be returning to the Indianapolis headquarters of the parent company Eli Lilly & Co.

□ A two-for-one split of the company's common stock has been approved by a special meeting of shareholders. The number of authorised shares was increased from 40m par value \$1.25 a share, to 80m, par value 62½ cents.

## In brief

**Tulloch (Chemists) Ltd**, 33 Kennishead Road, Thornliebank, Glasgow, has been registered as a private company, with initial capital of £100. Directors are Jessie M. Tulloch and Helen I. McKnight.

**International Chemical & Nuclear Corporation (ICN)** has acquired control of Paris-Labo, a French laboratory equipment marketing company with sales in the present year at \$3.4m.

**Photopia International Ltd's** chairman Mr C. G. Strasser, states that trading conditions have remained buoyant to date and he looks forward to the improvement being maintained for the year.

**English Grains Ltd** have acquired from Bovril Ltd, the pharmaceutical and health food business of Trent Yeast Extract Co Ltd, Trent House, Wellington Street, Burton-on-Trent.

**Syntex Corporation:** Net sales for year ended July 31 were \$103.2m (\$89.51m for the previous fiscal year). Net income was \$22.16m (\$12.27m).

**Mr W. E. Walton, MPS**, has closed his pharmacy at 184 High Street, London SE20. Present address: 45 Elmfield Way, Sanderstead, South Croydon, Surrey.



Mr Anthony Purbrook, newly appointed UK marketing manager for Mallory Batteries Ltd. He joined the company in March as consumer sales manager.

**R. P. Scherer Ltd** have appointed Mr Roy J. Collins their sales director. He joined them in 1965 as sales manager.

**Associated British Maltsters Ltd** announce that the chairman, Mr D. L. Nicolson, will in due course be resigning as a director of the company following the recent announcement by the Government of Mr Nicolson's appointment as the first chairman of the new British Airways Board.

**Sterling-Winthrop Group Ltd** have appointed Dr Malcolm Bamforth medical director of Sterling Health Products (incorporating Phillips Laboratories). He was formerly medical controller of Winthrop Laboratories within the Group, which he joined in 1967 after eight years as a general practitioner in Halifax, Yorks.

**Gillette Industries Ltd** have appointed Mr D. Coward their marketing manager, in succession to Mr John Symons. Mr Symons takes over as marketing manager of Gillette Alpine, covering Switzerland and Austria and based in Zurich.

Other Gillette appointments include Mr Tim Ashcroft, toiletries brand manager and Mr David Hawkins, market research manager.

**Bush Boake Allen** have appointed Mr R. V. Thomas director of finance. Mr Thomas joined Albright & Wilson (Bush Boake Allen's parent company), at Oldbury in 1952, and moved to the London headquarters of the company in April 1958. He was transferred to Bush Boake Allen division in late 1967, to lead a systems design group. He was appointed to their management committee in 1969.

## Appointments

**Ronson electrical division** have appointed Mr Chris Dilnot representative in the South Midlands area.

**Dr Albert Bowers**, Manchester-born president of Syntex Laboratories, Inc, the US subsidiary of Syntex Corporation, has been elected to the additional position of group vice-president of the parent corporation. As group vice-president Dr Bowers will be responsible for worldwide pharmaceutical and animal health activities.



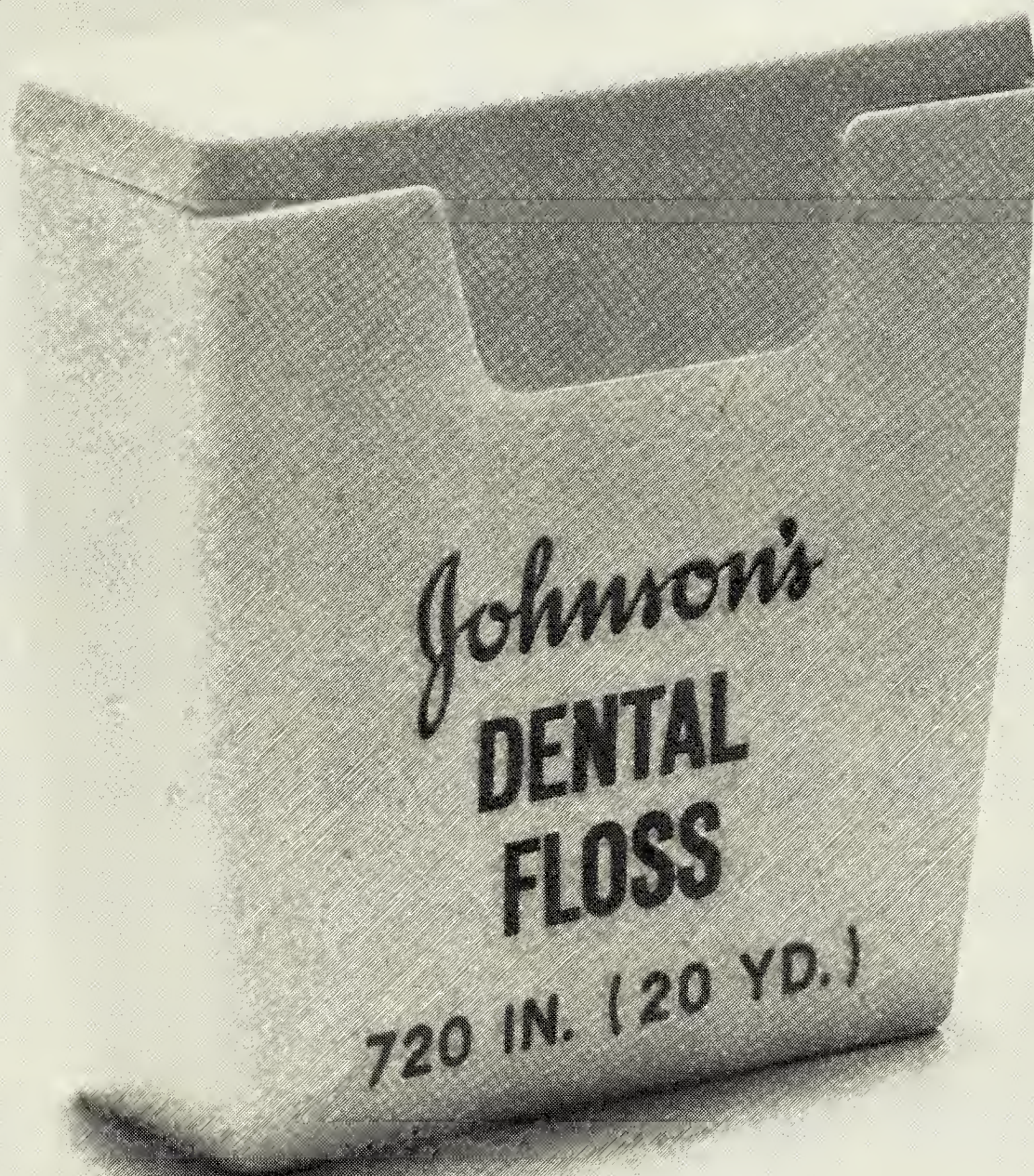
## It seems you can't do without it.

It seems that a lot more people than we thought have been missing our dental floss.

They feel that without it they never get their teeth really clean.

So it's back.

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# PEOPLE

**Mr Eric Naylor**, MPS, Warrington, has been appointed a justice of the peace to the County Palatine of Chester. He has been a member of the Warrington town council since 1966 and was last year's mayor.

**Mr H. Pieterse**, director of Naarden (London) Ltd, recently celebrated his twenty-fifth anniversary with Naarden. Mr Pieterse, who has worked in England since 1950, was previously in charge of Naarden's interest in the Far East and South Africa, operating as a travelling consultant. Earlier this year Mr Pieterse was appointed a *chevalier* in recognition of his services to the Netherlands-British Chamber of Commerce.

## NEWS IN BRIEF

□ Some £35m a year is spent on toiletries and cosmetics by 15-24-year-olds, according to "The Young Market," published last week by Pearl & Dean Ltd, 33 Dover Street, London W1X 4AJ.

□ The Blackburn and Burnley branches of the Pharmaceutical Society have recently drawn up a plan to collect and destroy unwanted medicines left in the home. Pharmacists with shops serving 250,000 people will be involved.

□ National Display Equipment Association are organising their fifteenth exhibition, renamed Intershop, at the Empire Hall, Olympia, London, 10 am-6 pm, Sunday, January 9-Wednesday, January 12, 1972.

□ In the first three months of 1971, the latest period for which figures are available, 98 persons were proceeded against in England, Wales and Scotland for unlawful supply of drugs. That information was given by the Attorney General, Sir Peter Rawlinson, in Parliament this week.

□ In answering Mr L. Pavitt's Parliamentary question on the scheme for distributing free samples of Ortho-Novin 1/50 Dialpak (*C&D*, October 9, p496), Mr M. Alison, Under Secretary, said: "I understand that the manufacturers have decided to withdraw this scheme, which related to prescriptions outside the National Health Service."

□ A 20-page booklet describing the special trade drive to be held in Southern Germany in 1972-73 is published by the Department of Trade and Industry, 1 Victoria Street, London SW1.

□ France has proposed to its five EEC partners that a meeting be held in Paris on November 4 to study means of co-operating in drug control. British and French officials recently met to discuss the problem after an exchange of letters between Mr Heath and President Pompidou.

□ Soluble aspirin in normal therapeutic doses reduces the concentration of both E and F prostaglandins in the semen of healthy men, reports a paper in last week's *Lancet*. The suggestion that there is a possibility that anti-inflammatory drugs reduce male fertility is made. This should be considered in investigating obscure infertility, says the paper, and a larger clinical trial undertaken.

□ Mistakes made by nurses in administering drugs to hospital patients are being investigated by the Royal College of Nursing. A recent survey showed that common prescription abbreviations were not understood by many nurses (see *C&D*, October 2, p 471). A spokesman for the Royal College has been reported as saying: "We have known this has been going on for some time. The matter has come up through the membership."

□ The Economic Development Committee (Little Neddy) for the distributive trades has set up a working group to look at the implications for UK distributors of Britain's entry into the European Economic Community. Chaired by Dr James Jefferys, secretary general of the International Association of Department Stores, the group will be looking at the effect that the EEC has had on distribution in existing member countries.

□ The conclusion that a screening programme for hypertension to find middle-aged men with diastolic pressures over about 110 to 115mm Hg is justified, is made in an Office of Health Economics report published last week. It points out that subsequent treatment, although increasing life expectancy, may not be immediately acceptable to the patient concerned because of effects of the treatment. (Hypertension—a suitable case for treatment. OHE, 162 Regent Street, London WR1 6DD. £0.15.)

## Topical reflections By Xrayser

### Metrication

In the month of March, 1969, pharmacy was confronted with the task of changing over to the metric system, and was presented with an official document giving instructions as to how that was to be accomplished. I objected at the time to the absolute rigidity of the procedure, feeling that something should have been left to the discretion of the pharmacist, with appropriate annotation. But it seems that, despite the lapse of time there are still difficulties.

I note (last week, page 557) that the Department of Health has issued a reminder to hospitals on the use of metric quantities for prescribing, dispensing and administering drugs. It asks the hospital authorities to ensure that a common working system is adopted, and sets a time limit of April 1, 1972, for total compliance in regard to prescribing and equipment. It surprises me that such an instruction should be found to be necessary in the hospital service so long after the adoption of the system.

In general practice, of course, one still comes across the physician of independent mind who persists in prescribing in the apothecary or imperial system. To him, the teaspoon and the tablespoon are sacrosanct, and we continue to wrestle with his intentions despite all endeavours to bring about conversion—his, that is. Only this week we were confronted with instructions for a dose of 7½ to 10ml. Inquiry elicited the information that the smaller dose was for the younger child, and the larger for another member of the family.

Such complications were not foreseen when the boffins did their sums. And now, having struggled to have a 5ml spoon accepted as the standard spoon, the Pharmaceutical Society and the British Medical Association have asked the Department of Health to make available for free supply a measure graduated from four 5ml spoons to eight 5ml spoons, instead of a 5ml spoon, when oral liquid medicine with an aqueous vehicle having a dose of 20ml or more is dispensed.

#### Measures

The Department, in reply, has pointed out that no such measures are available at present and the need for such is relatively low. But the Department did suggest that manufacturers who issued measures with their products should graduate them in terms of 5ml spoons. There is, and has been from the beginning, a need for such a measure, but the time to consider its adoption was in 1969, not two and a half years after the conditioning of the public to the standard spoon.

There was an inflexibility in 1969 which makes change difficult now. Even yet the question of dilution to 5ml volume is not easily resolved, as in this classic example: "Linctus Codeine 200ml. Sig. 2½ml three times daily. Increase the daily total by 2½ml until taking 10ml three times daily". I hope that will not have repercussions in the departments of pharmaceuticals in the universities. It must not become an examination question.

#### Powders

And what, one might well ponder, is a 5ml spoonful of a bulk powder? There are some alkaline powders containing the alkaloids of belladonna and other potent ingredients. It may not be a matter of life and death whether the spoon is level or heaped, but the difference in dosage is considerable. And the terms "level" and "heaped" seem to have disappeared.



# NEW PRODUCTS AND PACKS

## Baby care

### Maws for Christmas

Maws are introducing three special packs of their baby range for the Christmas shopping season. They are the bathtime babypack, the changetime babypack and the baby toiletries gift pack.

The bathtime babypack contains standard baby power, baby soap, Tufty Tips, junior shampoo, baby cream, and flannel in a plastic carry-pack with a "mother and baby" sleeve (£0.90).

The toiletries gift pack contains Maws Baby Bathcare, baby oil, baby lotion, junior shampoo, baby soap and baby powder in a presentation box (£1.59).

The changetime babypack contains baby lotion, baby powder, tube zinc and castor oil cream, two Tufty Tails, and flannel in a plastic handy pack (£0.62½) (S. Maw Son & Sons Ltd, Aldersgate House, New Barnet, Herts).

## Cosmetics and toiletries

### Colour and set in one process

Schwarzkopf are introducing a long-lasting setting lotion with colour combined. Called Palette, it is designed to enrich and liven the natural colour of the hair.

Palette is available in seven colours (£0.12) plus two clear setting lotions (£0.11)—green for greasy hair, and blue for hard-to-manage hair.

The seven colours are: chestnut, pearl grey, silver, natural blonde, brightener, ash blonde and brown.

Palette is applied like a normal setting lotion, but telescopes two hair care processes into one (Schwarzkopf UK, division Corionol Ltd, 269 Field End Road, Eastcote, Middlesex).

### Treble-strength antiperspirant

Mitchum have introduced "the problem perspiration spray"—"so concentrated you may skip a day and still remain dry". Adding to their cream and liquid formulations, Mitchum's new spray is claimed to contain three times more concentrated antiperspirant than any other.

All the preparations are based on Mitchum's method of buffering the aluminium salts, making them non-irritating without reducing their effectiveness. The



patented process enables Mitchum to safely add a much greater quantity of aluminium salts to their formula than is contained in other products, and the new spray utilises a new kind of aerosol can.

The product is said to be as safe for normal skin as milder antiperspirants, and even safer for fabrics because the buffering process protects garments from the aluminium salt.

Advertising support includes television and national Press advertisements (Mitchum Distributors, Sunley House, Croydon CR9 2DB).

### A perfume wardrobe

Estee Lauder has introduced three versions of Estee super perfume to create a "perfume Wardrobe". The preparations are: Estee perfumed body creme (£5.00) in a round sapphire blue jar with silvery lid containing 4oz; Estee super bath oil in two sizes, ½oz (£5.00) and 1oz (£8.50); and Estee super purse spray that is offered in a container of ½oz (£2.25) (Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1).

## Dietary

### Vitamin C drink

A granular preparation of vitamin C that yield a lemon and lime flavoured drink has been added to the Carters of Shipley range. The preparation is packed in amber jars containing 35,000 mg of vitamin C in 125g of granules (£0.65) (Carters of Shipley, Glen Laboratories, Shipley, Yorks).

### A Bisks low calorie food

A new slimming product being test-marketed by Bisks is a low-calorie instant mashed potato which provides only 50 calories per four ounce serving instead of well over 100 calories which is provided by normal mashed potatoes. This product

is designed to help the dieter cut down on calorie intake whilst eating normal foods. Lo-Cal mashed potato can be used either on its own or in recipes requiring mashed potatoes and an example, a low calorie shepherds pie, is given in the four serving pack (£0.12½) which is packed in a full colour carton.

## Horticulture

### Path weed killer

Fisons Kilweed is said to combine all the advantages of Simazine with the additional weedkillers, MCPA and aminotriazole to give "rapid knockdown" and the efficient kill of the more difficult path-weeds.

Packs are: single sachet to treat 12 sq yd (£0.17), a four sachet carton (£0.60), 12 sachet carton (£1.45) and a 1½lb pack (£3.10) that treats 432 sq yds (Fisons Ltd, garden products, Harston, Cambridge CB2 5HU).

# PRESCRIPTION SPECIALITIES

## BUTACOTE tablets

**Manufacturer** Geigy Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire, SK10 2LV

**Description** Pale violet enteric coated tablets, imprinted Geigy, each containing phenylbutazone 100mg

**Indications** The treatment of rheumatic diseases

**Dosage, etc.** As for Butazolidin

**Notes** Butacote tablets are coated so that they do not disintegrate in the stomach but dissolve rapidly in the alkaline contents of the small intestine where maximum absorption of phenylbutazone is known to take place. This is expected to eliminate direct gastric irritation

**Packs** 100 (£1.06 trade), 500 (£4.92)

**Supply restrictions** P1, S4B

**Issued** October 1971

## GAVICON tablets

**Manufacturer** Reckitt & Colman pharmaceutical division, Danson Lane, Hull

**Description** Chewable, mint-flavoured tablets, each containing 130mg alginic acid, 130mg sodium alginate, 13mg magnesium trisilicate, 52mg dried aluminium hydroxide gel, 44.25mg sodium bicarbonate in an inactive base including 356mg sucrose and 467.5mg mannitol

**Indications, etc.** As for Gaviscon granules (gastric reflux suppressant)

**Dosage** Standard dose in two tablets

**Notes** The tablets are designed as a more palatable dosage form than the chocolate-flavoured granules

**Pack** Outer (£1.00 trade) containing three tubes of 20 tablets

**Issued** October 1971

## LISIUM vaginal spray

**Manufacturer** Brunton Chemists Ltd, 37 Borough Road, Sunderland, co Durham

**Description** Vaginal aerosol spray containing 0.1 per cent chlorhexidine hydrochloride

**Indications** Hygiene of the outer vaginal area

**Method of use** The spray should be held 8in from the body

**Pack** Aerosol of 60g (£0.17 trade, tax £0.07½, £0.30 retail)

**Issued** November 1, 1971



# TRADE NEWS

## Clostridium protection extended

An additional component has been added to Covexin clostridial vaccine by Burroughs Wellcome & Co, veterinary division, Berkhamsted, Herts. The new eight-in-one vaccine now provides "extra insurance" for the sheep farmer at no increase in cost, and a new flexible pack makes the work of vaccination simpler and quicker.

The new component is prepared from *Clostridium oedematiens* type D. The organism has been isolated on a number of occasions when the death of sheep could be attributed to it. The disease is difficult to diagnose clinically, although the infection occurs mainly in the western half of Great Britain where fluke infestations may be a predisposing factor. *Cl. oedematiens* type D is possibly among the organisms responsible for the "accepted hidden losses" that until now have been thought to be inevitable.

Covexin 8 now gives protection against lamb dysentery, struck, pulpy kidney, braxy, blackleg and post-parturient gangrene, black disease, tetanus and *Cl. oedematiens* type D.

The vaccine is supplied in 50-ml glass bottle or in flexible packs of 100 and 250ml, designed for use with an ordinary syringe or with the new Wellcome automatic disposable syringe which is capable of accurate dose administration from 0.5-5ml.

## To meet veterinary prescriptions

To enable retail pharmacies to meet prescription demands, issued by members of the veterinary profession, ICI's Sulphamezathine sodium solution 33½ per cent (sterile) in bottles of 100ml and 500ml and Sulphamezathine tablets 5g in containers of 10, 50 and 150, are now being made available to authorised sellers of poisons, through the usual wholesalers.

## Pack withdrawn

Bristol Laboratories, Langley, Slough SL3 6EB, are discontinuing Tetrex 250mg capsules in pack of 16 capsules when existing stocks are exhausted. Packs of 100 and 1,000 remain available.

## Abidec 'sample' pack recalled

Parke, Davis & Co. Usk Road, Pontypool, Mon NP4 8YH, state that during the transfer of stock from Hounslow to their new facility at Pontypool, some customers were supplied with stock packages of Abidec drops 10ml overprinted "physician's sample."

Any customer who has received these packages, which carry the batch number LLB 102, should return them for replace-

ment either to the wholesaler from whom they were purchased or, if bought direct, to their Parke-Davis depot.

## Dosulfon discontinued

Geigy Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire SK10 2LY, announce the discontinuation of their combined sulphonamide product Dosulfon tablets and syrup. Small stocks of Dosulfon syrup are still available to meet immediate prescription requirements.

## Madecassol formulation change

Rona Laboratories Ltd, Cadwell Lane, Hitchin SG4 0SF, are marketing a new formulation of Madecassol powder and ointment. They are now starting to detail the product regularly to doctors throughout Britain. Madecassol ampoules have been withdrawn.

The ointment formulation now contains 1 per cent of titrated extract of *Centella asiatica* (against 0.5 per cent formerly).

## Be prepared for emergencies

The Factories Act requires a notice explaining how to treat people suffering from electric shock to be displayed wherever electricity is generated, transformed or used. Such notices can also be of value in any situation where first-aid treatment may have to be given.

Ernest Benn Ltd, Bouverie House, 154 Fleet Street, London EC4A 2DL, publish instruction charts covering the following resuscitation methods: Heart-lung; kiss-of-life; Holger Nielson; and kiss-of-life-Holger Nielson combined. The heart-lung and kiss-of-life methods are also available on pocket-size cards. A leaflet, "Prepare for an emergency, illustrates and describes the complete series.

Ernest Benn can also produce to special order instruction charts covering all recognised methods of artificial respiration; these can be on card, metal or laminate to any size or in any language.

## Wrong size quoted in literature

Reckitt & Colman pharmaceutical division, Dansom Lane, Hull, state that a typographical error was made in a recently issued data sheet for Gaviscon tablets. The diameter of the tablet should have read 23mm, not 230mm.

## Dental floss back

Johnson & Johnson, Slough, Bucks, have re-introduced Johnson's dental floss, following requests from customers and the trade. The product is supplied in containers holding 20yds.

## Nielsen add a telex link

A. C. Nielsen Co Ltd, Headington, Oxford, the market research organisation, have introduced a free direct link between their own computer at Oxford and clients' telex installations, to increase the speed of reporting basic national sales and brand share data.

Called the "Nielsen hotline", it is being offered to clients of the food, drug, cash and carry, confectionery and liquor in grocers index services. Sales facts will now be available to clients a week in advance of the full Nielsen bi-monthly report. Additional information—such as area and shop data by brand—will be available on telex for a nominal charge.

## Syntex distributor in Eire

Syntex Pharmaceuticals Ltd, Maidenhead, Berks, have appointed David Marys Ltd, Dargle Road, Drumcondra, Dublin 9 (telephone 302833) sole distributor for all Syntex "ethical" products currently available in the Irish Republic.

Syntex are also introducing into their range in the Republic, Urispas (flavoxate hydrochloride), a new type of compound with specific smooth-muscle relaxant properties, primarily confined to the lower urinary tract, which also exerts a mild analgesic action.

Urispas is available as sugar coated tablets in 100-tablet canisters, each tablet containing 100mg flavoxate hydrochloride. Price to retail and hospital pharmacies will be £2.50.

## Elizabeth Arden beauty diary 1972

The 1972 edition of the Elizabeth Arden diary (£0.50) published by Charles Letts, is available in red, blue, black and white, and again contains useful hints including advice for the bride-to-be, exercises at bath-time, and the correct way to use perfume. Publishers are Elizabeth Arden Ltd, 20 New Bond Street, London, W1.

## Free Christmas cards

Thos Litster, photo finishers, PO Box 7, March Street Industrial Estate, Peebles, will again be offering free Christmas cards with orders of six or more enprint reprints this year. They offer the normal Kodak card as well as an attractive white slip-in card with holly motif, and have been using advertising "stuffers" since July. Showcards will be distributed in October.

## Information wanted

The Editor would appreciate information on the following: Diopharm (Pharmaceuticals) Ltd (address).

# Bonus offers

Antibiotics & Vitamins Ltd, 43 Worship Street, London EC2. Oracer mouth ulcer pellets. 14 invoiced as 12. Until November 30. The display outer is shown below.





## PROMOTIONS

### Tegrin goes national on TV

Now launched nationally after successful introduction in the Southern and London television areas, Tegrin medicated shampoo is to be backed by an all-stations campaign covering the next year.

The first six-week burst started this week; and comprises two 30-second commercials—one featuring a woman, the other a man, to stress the product's appeal to both sexes.

Tegrin has been developed to combat "more than ordinary dandruff", and is claimed to be beneficial in conditions such as seborrhoeic dermatitis and psoriasis of the scalp. It has achieved the number two position among medicated shampoos in the United States in less than two years.

A display unit and other point-of-sale material are available (Stafford-Miller Ltd, 166 Great North Road, Hatfield, Herts).

### Sampling by Cuticura

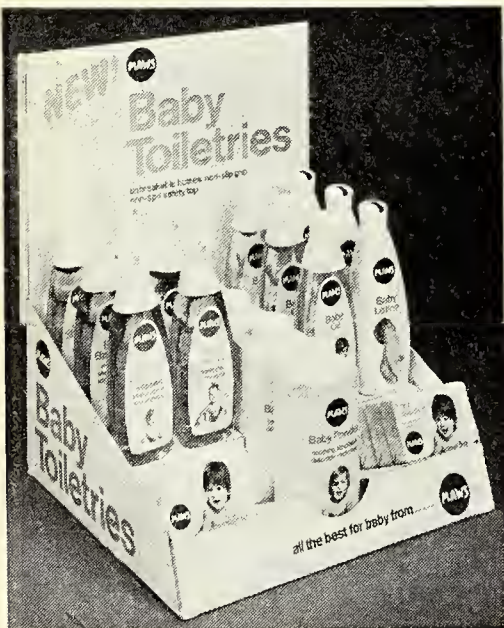
Cuticura report that during a year in which most consumer markets have been at best static, the main products in their skin care range are having significant growth sales with hand cream up 21 per cent, soap up 25 per cent and talcum up 10 per cent.

To boost sales even further they are launching a promotion in which consumers will receive a free sample of Cuticura soap worth 3½p with each purchase of large talcum and hand cream.

The "happy bathday" series of Cuticura advertisements, which place the Cuticura skin care range as a range of completely natural "healthy" toiletries, will continue in leading women's magazines (Cuticura Laboratories Ltd, Clivemont Road, Cordwallis Trading Estate, Maidenhead).

### Autumn promotion from Maws

Following their biggest-ever summer advertising campaign, Maws are launching another "chemist exclusive" promotion for the autumn using heavy television advertising, linked with a special pre-pack display unit and retailer discounts.



The television campaign runs for three weeks from November 15, featuring the baby toiletry range and the new, non-slip bottles. The 30-second commercial emphasises the safety of Maws toiletries, with the help of a delightful baby. Once again, the "chemist only" angle is stressed (S. Maw Son & Sons Ltd, Aldersgate House, New Barnet, Herts).

### Fresh-sox on Midlands television

Following a successful pilot test on Border television a major television campaign for Fresh-sox is now running on ATV.

Fresh-sox insocks are claimed to check men's foot odour—an all-the-year problem—for weeks on end. They are available in men's shoe sizes 7, 8, 9 and 10. The 30-second colour commercial emphasises chemist-only distribution (Minnesota 3M Laboratories Ltd, Morley Street, Loughborough, Leics LE11 1EP).

### Winter plans for Buttercup syrup

This winter's advertising campaign for Buttercup syrup cough mixture will include weekly and fortnightly spaces in the northern editions of *Daily Express*, *Daily Mail* and *The Sun*. The first advertisement will appear in *The Sun* on November 1, and the campaign runs until the end of March 1972.

Spaces have also been booked from November to March, excluding Christmas week, in the following regional newspapers: *Sunday Sun*, *Newcastle Evening Chronicle*, *Northern Echo*, *Wolverhampton Express and Star*, *Nottingham Evening Post*, *Derby Evening Telegraph*, *Leicester Mercury*, *Coventry Evening Telegraph*, *Stoke Evening Sentinel* and *Birmingham Evening Mail*.

There is also a television campaign running concurrently on Granada, Yorkshire and Tyne-Tees (Eucryl Ltd, Oakley Road, Southampton, Hants).

### Marigold competition for retailers

A free luxury holiday for two in Tenerife is the prize to be won by five retailers in a Marigold gloves and baby pants competition. There also are ten other free holiday prizes.

Representatives are calling now with application forms, and entries must be in by December 3 (LR Industries Ltd, 8 Chingford Mount Road, London E4 9AE).

### Consumer offers

☐ "Save 10p offer" on Scot Towels paper towels. In exchange for three wrappers consumer receives £0.12½ postal order of which £0.02½ goes towards postage. Display material includes head boards, shelf strips and stock cards (Bowater-Scott Corporation Ltd, Bowater House, Knightsbridge, London SW1).

☐ Pre-Christmas on-pack offer of a leather "swagbag" with Celtex disposable towels. In choice of three colours, may be used as cosmetics or toilet bag. Available for £3 plus proof of purchase (Southalls (Sales) Ltd, Surbiton, Surrey).

☐ Silvikrin hairspray is currently available in money-off packs, flashed with 4p off the recommended price for the regular size and 6p off the economy size (Beecham Products UK, Beecham House, Great West Road, Brentford, Middlesex).



Redesigned point-of-sale material for new Creamy Hiltone includes posters and pack crownners. The re-launch is backed by extensive advertising, including a concentrated £25,000 campaign focused on women's magazines during the first three months (Beecham Products UK, Beecham House, Great West Road, Brentford, Middlesex).

### Jeyes' four offers

With their national poster campaign for flat packs of soft toilet tissue just over, Jeyes are now supporting their double packs of Jeysoft flats with a free mail-in offer. In return for two tokens from special packs, consumers will receive a handy nail brush. There is no closing date for the offer on the packs, and it is expected to run until December.

Users of Jeyes Superstrong toilet tissue will be encouraged to try Jeysoft by a coupon offering £0.01 off Jeysoft included in each Superstrong pack (Jeyes UK Ltd, Brunel Way, Thetford, Norfolk).

### Soul Shimmer campaign

Yardley's new Soul Shimmer lipsticks are being advertised on television during the period October 11-31. All stations except Eireann are included [corrected note].

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: Lc, Sc, U, B, G

Askit powders: Sc, G

Famel cough syrup: All areas

Lucozade: All except E

Macleans Freshmint: All except E

Protein 21 shampoo: All areas

Radox salts, Liquid Radox: All except U, E

Signal too:hpaste: All except E

Sunsilk shampoo: All except E

Vosene: All except So, A, U, We, E

Yardley Soul Shimmer lipstick: All except E



# Dequadin Lozenges

**Not just the most widely prescribed  
throat lozenge...the one thousands  
ask for by name**



**-especially at this time of year.**

tubes of 20 and strip-packs of 40



DEQUADIN IS A TRADE MARK OF ALLEN & HANBURYS LIMITED LONDON E2 6LA



# Mr. Pinnick o would like 25 P for Ch

His shop is in a suburban street.  
Two doors down from a row of  
terraces.

It's not exactly the Bullring.

Yet so far this year, Mr. Pinnick has  
sold nearly 50 Polaroid Swinger and  
Colorpack 80 Cameras.

And reckons on needing at least  
25 for Christmas.

Does he resort to the high pressure  
tactics of an encyclopaedia salesman?

'Hardly', says the mild mannered  
Mr. Pinnick.

'I just wheel the customer out onto



"Polaroid" and "Swinger" are the trademarks of Polaroid Corporation, Cambridge, Mass., U.S.A. Polaroid (U.K.), Rosanne House, Welwyn Garden City, Herts.



# CHEMIST & DRUGGIST

## Price service

### AMENDMENT TO JUNE QUARTERLY PRICE LIST

Trade prices are given per unit unless otherwise stated. Bold upright figures (0-14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0-14) is manufacturer's recommended price. Light upright figures (0-14) is a suggested guide.  
Price advanced. *r* = Price reduced.  
New entry. *d* = Delete.  
Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
NO-SERT (2 Abbott)			
ringe 2 g	0.60	..	†s1s4A
IL (1530 Fisons)			
25 g	1.53dz	0.46dz	0.23
AL (1599 Winthrop)			
lets 250	0.83	..	1.24½
1000	2.64	..	
PRIN (1305 WB)			
lets 25	0.14	..	0.21
100	0.44	..	0.66
500	1.76	..	2.64
XOLIN (518 Glaxo)			
fluid new formula			
10 ml	0.68	..	0.09
50 ml	0.225	..	0.30
AMATIC (16 AGL)			
nera			
100 Sensor outfit with case	..	..	12.50
without case	..	..	10.99
WICK (671 Jeyes) existing entry			<i>d</i>
WICK (671 Jeyes)			<i>i</i>
rosols, alpine, lilac			
time, springtime			
283 g	1.90dz	..	0.21
ttles wick	2.28dz	..	0.25
refill	1.90dz	..	0.21
lid	2.36dz	..	0.26
DDIN (23 ALAD)			
uum flasks			
Ambassador			
16 oz	..	..	0.61
32 oz	..	..	0.97
Concorde			
16 oz	..	..	0.58
23 oz	..	..	0.88
32 oz	..	..	0.94
Continental			
8 oz	..	..	0.51
16 oz	..	..	0.54
23 oz	..	..	0.83
32 oz	..	..	0.90
Escort			
16 oz	..	..	0.54
32 oz	..	..	0.87
food flask			
16 oz	..	..	0.76
32 oz	..	..	0.97
super			
16 oz	..	..	0.97
32 oz	..	..	1.18
jug			
32 oz	..	..	2.21
ills			
Continental			
8 oz	..	..	0.30
Concorde, Continental,			
Ambassador, Escort and			

	Trade £.p	Tax £.p	Retail £.p
Dura-Clad			
16 oz	..	..	0.33
32 oz	..	..	0.52
Concorde and Continental			
23 oz	..	..	0.50
food flask	..	..	0.55
food flask or jug	..	..	
32 oz	..	..	0.65
food flask super			
16 oz	..	..	0.57
32 oz	..	..	0.68

#### ALBERTO CULVER (24 ACC)

Get Set hair spray			
natural hold 303 g	2.78dz	1.25dz	0.43
super hold 303 g	2.78dz	1.25dz	0.43
for greasy hair 303 g	2.78dz	1.25dz	0.43

#### ALBUCID (187 BS)

eye drops †s4BTS			<i>i</i>
nasal spray †s4BTS			<i>i</i>

#### ALGIPAN (1352 Wyeth)

balm 40 g	0.135	0.04	0.22
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#### ALEXA (1364 HMS)

ileo/colostomy bags 24	2.15		
adjustable elastic belt			
pr.	0.275		

#### ALEXANDRA (1364 HMS)

colostomy bags			
12 x 4 in	0.36		
12 x 5 in	0.40		
12 x 6 in	0.65		
12 x 8 in	0.75		
24 x 4 in	0.43		
24 x 5 in	0.43		

#### ALKA MINTS (843 ML)

tablets 8	0.67dz	0.19dz	0.09
20	1.41dz	0.40dz	0.19

#### ALLBEE (1071 Robins)

capsules with vit. C 15	0.28	..	0.42
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#### ALLENBURY'S (34 A&H)

blackcurrant pastilles			
1 lb	..	..	<i>d</i>

#### ALUDROX (1352 Wyeth)

gel			
200 ml	0.12	..	0.16
500 ml	0.27	..	0.36½
260	0.88	..	1.17
tablets			
500	0.23	..	0.30½
	1.32	..	1.76

#### ALUPHOS (1530 Fisons)

gel			
170 ml	1.41dz	..	0.17
2.25 ml	15.00dz	..	
tablets			
50	1.50dz	..	0.19

#### ALUZYME (973 PYP)

powder			
125 g	2.50dz	..	
250 g	4.50dz	..	
500	2.60dz	..	
1000	4.65dz	..	
5000	1.85	..	
30000	10.60	..	

#### AMAMI (105 BTD)

setting lotion	..	1.36dz	0.615dz
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#### AMESEC (413 Lilly)

Enseals			
100	0.42	..	0.63 †s1s4A
500	1.88	..	2.82 †s1s4A
Pulvules			
100	0.42	..	0.63 †s1s4A
500	1.88	..	2.82 †s1s4A
5000	18.29	..	27.44 †s1s4A

**'Contac 400'**  
for 12 months  
continuous profit!



	Trade £.p	Tax £.p	Retail £.p
AMYTAL (413 Lilly)			
tablets 15 mg 500	0.26	..	0.39 †s1s4A
30 mg 500	0.33	..	0.50 †s1s4A
5000	2.86	..	4.29 †s1s4A
50 mg 500	0.43	..	0.65 †s1s4A
5000	3.77	..	5.66 †s1s4A
100 mg 100	0.17	..	0.26 †s1s4A
500	0.68	..	1.02 †s1s4A
5000	6.33	..	9.50 †s1s4A
200 mg scored			
100	0.30	..	0.45 †s1s4A
500	1.33	..	2.00 †s1s4A
and acetylsalicylic acid			
Pulvules 100	0.33	..	0.50 †s1s4A
and ephedrine Pulvules			
100	0.38	..	†s1s4A

#### ANAPAX (848 Minnesota)

cold and flu mixture	..	..	<i>d</i>
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#### ANAXERYL (115 Bengue)

ointment 40 g	0.18	0.055	0.29½
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#### ANDRE PHILIPPE (48 AP)

bath essence 9	3.00dz	1.35dz	0.49
soap guest ovals (6) 31	2.50dz	0.75dz	0.36

#### ANESTAN (325 C-A)

tablets 64	4.05dz	..	0.45 †
184	10.35dz	..	1.15 †
packs of 60 and 180	..	..	<i>d</i>
Angel Face (256 CPL) existing entry			<i>d</i>

## RETAIN

all supplements July 24 to  
August 28 inclusive. They  
contain information that will  
not be repeated.

#### ANGEL FACE (256 CPL)

all-in-one make-up	..	2.32dz	1.045dz	0.35
blush & gloss	..	2.98dz	1.34dz	0.45
eye liner liquid	..	1.92dz	0.865dz	0.29
eye shadow cream	..	1.92dz	0.865dz	0.29
powder	..	1.92dz	0.865dz	0.29
fashion compact	..	2.59dz	1.165dz	0.39
refill	..	1.92dz	0.865dz	0.29
lipstick	..	2.32dz	1.045dz	0.35
liquid make-up	..	2.32dz	1.045dz	0.35
maskara automatic	..	3.18dz	1.43dz	0.48

#### ANGIER (172 BMCL)

children's cold relief drink	0.115	0.035	0.20
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#### ANGISED (208 BW)

tablets 0.5 mg 100	0.16	..	0.24 †
500	0.54	..	0.81 †

#### ANTALBY (115 Bengue)

suppositories, adult and			
child 6	0.25	0.07½	0.41 †s7
tablets 30	0.25	0.07½	0.41 †s7

#### ANTISTIN (262 CIBA)

tablets 500	..	..	<i>d</i>
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#### Antussin (976 PL) existing entry

ANTUSSIN (976 PL)			<i>i</i>
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family formula 2 oz	2.205dz	..	0.23 †
4 oz	3.60dz	..	0.37½†

#### AQUAVIRON B12 (894 Nicholas)

ampoules 1 ml 2	0.45	..	0.67½
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the most versatile digitalis glycoside

# LANOXIN\* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

\*Trade Mark





	Trade £.p	Tax £.p	Retail £.p
ARTHRO-PAD (1127 Seton) (distributors 93BJ)			
support bandage small	0.50	..	0.75
medium	0.57	..	0.85
large	0.63	..	0.95
ASCOXAL (68 Astra)			
granules 60 g	1.52		
tablets 24	3.30dz	0.99dz	
144	1.38		
ASPRO (893 Nicholas)			
junior tablets 24	0.775dz	0.215dz	0.10
soluble 8	0.50dz	0.15dz	0.06½
24	1.20dz	0.36dz	0.15½
ASTRAFER I.V. (68 Astra)			
ampoules 5 ml	5	0.47	
ASTRAL (412 Elida)			
cream small	0.97dz	0.435dz	0.14
popular 1.47dz	0.66dz	0.22	
family 2.65dz	1.195dz	0.40	
economy 3.845dz	1.73dz	0.58	
hp 5.77dz	2.595dz	0.87	
A. T. 10 (1599 Winthrop)			
soap bath ..	0.895dz	0.27dz	0.11
solution 15 ml	1.20		
AURACET (1305 WB)			
eardrops 15 ml	0.16	0.05	0.29
200 ml	0.92	..	1.38
AURALGICIN (1530 Fisons)			
12 ml	2.06dz		†
BACTRIM (1074 Roche)			
insert †s4BTS			
BARITOP 100 (289 Concept)			
contrast medium 300 ml	0.52		
BIRKIN (1201 Superville)			
hair tonic with oil			
110 cc	0.30	0.13	0.60
220 cc	0.45	0.20	0.90
without oil			
110 cc	0.30	0.13	0.60
220 cc	0.45	0.20	0.60
BARQUINOL HC (1530 Fisons)			
15 g	2.69dz	..	0.34 TS
BATHJOYS (1038 R&C)			
body shampoo sachet	1.785	0.535	0.06
(4 dz)	(4 dz)		
bubble bath sachet	1.48	0.445	0.05
(4 dz)	(4 dz)		
BAYCARON (452 FBA)			
tablets 25 mg 50	1.24	..	1.86
150	3.52	..	5.28
BAYOLIN (452 FBA)			
ointment 35 g	..	0.18	0.05
BEAR BRAND (1449 R&CFD)			
tub honey 8 oz	2.00dz	..	0.20
BENORAL (1599 Winthrop)			
caplets 0.5g 100	1.43	0.43	
suspension 20% 300 ml	1.77	0.53	
40% 300 ml	3.43	1.03	
BENVIL (113 Bencard)			d
BERKDOPA (117 BPL)			
tablets 500 mg 100	3.36	..	†s4B
500	16.40	..	†s4B
BERKFURIN (117 BPL)			
insert TS			
BETADINE (878 Napp)			
antiseptic solution			
500 ml	1.35	..	1.80
570 ml	..	..	d
hydrocortisone cream			
25 g	0.95	..	1.27 TS
scalp lotion 100 ml	0.34	..	0.46 TS
120 ml	..	..	d
surgical scrub 500 ml	1.62	..	2.16
570 ml	..	..	d
BIFURAN (1153 SKF)			
insert TS			
BIOTROL (1047 Rentokil)			
rodenticide 200 g	0.20	..	0.30 †
BLAINEZE (992 P&C)			
75 g	3.04dz	..	0.36 †
BOVAMAST (1352 Wyeth)			
cream (vet.) 1.27	..	..	1.69 TS
B-R (1023 Radiol)			
Bone Radiol			
(horses and dogs) 2 l	4.20	1.26	6.72
Brands (1114 SEF) existing entry			d
BRANDS (1499 RHM)			i
beef essence 2½ oz	2.21dz	..	0.24
chicken essence 2½ oz	2.21dz	..	0.24
BRICANYL (68 Astra)			
ampoules 1 ml	5	0.50	
tablets 5 mg 100	1.25		
BRIETAL SODIUM (413 Lilly)			
ampoules 100 mg 5	0.80	..	1.20 †s4A
0.5g/50ml 1	0.41	..	0.62 †s4A
2.5g/17.5ml 1	1.42	..	2.13 †s4A
2.5g/250ml 1	1.62	..	2.43 †s4A
5g/35ml 1	2.78	..	4.17 †s4A
BROCADOPA (192 Brocades)			
capsules 125 mg			
packs of 100	..	..	d
BRONCHILATOR (1599 Winthrop)			
measured dose nebuliser			
12.5 ml	0.78	..	1.17 †s4B
refill	0.71	..	1.06½†s4B
BRONCHOLAN (1251 TTC)			
ointment 50 g	0.45	..	0.60

	Trade £.p	Tax £.p	Retail £.p
BUDALE (346 Dales)			
tablets 100	6.00dz		†s4A
500	2.00		†s4A
BRONNLEY (194 Bronnley)			
country herb bath foam	..	..	0.58
CALABAND (1127 Seton)			
(distributors 93BJ)			
zinc paste, calamine and urethane bandage	2.16dz	..	0.26
CALABAND D (1127 Seton)			
(distributors 93BJ)			
zinc paste and calamine bandage	2.16dz	..	0.26
CALCIUM RESONIUM (1599 Winthrop)			
powder 300 g	1.92	..	2.88
CALMURID-HC (1497 PGBL)			
(distributors 1556 Farillon)			
cream 30 g	0.60	..	0.90 TS
CAMAY (1010 P&G)			
soap toilet	3.39	0.99	0.07
(6 dz)	(6 dz)		
bath	3.25	0.95	0.10
(4 dz)	(4 dz)		
CAMBERWICK GREEN (1351 WLU)			
toothpaste 1.47dz	0.44dz		0.20
CARTERS (232 Carters)			
all-in-one canned brew	6.25dz	..	0.75
herb care shampoo			
sachet	1.90	0.57	0.07
(50)	(50)		
rosemary shampoo ..	1.35	0.405	0.05
(50)	(50)		
vitamin C health drink ..	0.44	..	0.65
CEDURAN (1237 Tillott)			
tablets 100	4.45	1.335	d
Cerebos (242 Cerebos)			i
CEREBOS (1499 RHM)			
CHAP-ANS (1071 Robins)			
hand cream	2.28dz	1.03dz	0.37
CITANEST (68 Astra)			
plain ampoules			
1.5% 25ml	0.28		†s4B
vials 0.5% 20ml	0.62		†s4B
50ml 0.25	0.29		†s4B
1% 20ml 5	0.66		†s4B
50ml	0.31		†s4B
with adrenaline 1-250,000			
vials 0.5% 50ml	0.29		†s4B
with adrenaline 1-200,000			
vials 1% 50ml	0.31		†s4B
with adrenaline 1-300,000			
Citanest '30' 1.8ml	100	2.15	†s4B
topical 4% 25ml	0.25		†s4B

## POISONS RULES

All preparations containing amphetamines are now also included in Schedule 1 in addition to the Fourth Schedule

	Trade £.p	Tax £.p	Retail £.p
CO-DELTRA (837 MSD)			d
CODIS (1037 Reckitt)			
tablets 500	1.60	..	2.00 †DDI
COJENE (1530 Fisons)			
tablets 35	2.14dz	0.64dz	0.29 †DDI
COLDREX (976 PL)			
tablets 12	2.11dz	..	0.22
24	3.455dz	..	0.36
tablets 12 and 24 (old formula)			d
COLLAR'n' CUFF (1127 Seton)			
(distributors 93BJ)			
roll 4 m	0.50	..	0.75
COMET (810 Maws)			
haircutter ..	0.305	0.09	0.63
Regal ..	0.46	0.14	0.87½
blades ..	1.46	0.44	0.15
(20pkts)	(20pkts)		
CONTACT 4 (835 M&J)			
lozenges 15	0.11	0.035	0.20
CONTACT 400 (835 M & J)			
capsules 6	0.21	..	0.28
12	0.36	..	0.48
COOLSPRAY (115 Bengue)			
aerosol 208 g	0.25	..	0.33½
Coopers (200 B&P)			d
COOPERS (315 CPC)			i
COOPERS (295 CM&R)			
warble fly liquid 1 gal	4.17	..	5.56
louse powder dredger ..	0.40	..	0.60
COOPEX (295 CM&R)			d
CORIBAN (208 BW)			
1 gal	18.60	..	24.84
CORTIPHENICOL (346 Dales)			
ear drops 10 ml	1.06		TS
CORTIPIX (1530 Fisons)			
cream ½% 15 g	2.65dz	0.80dz	0.40 TS
1% 15 g	3.88dz	1.16dz	0.62 TS

	Trade £.p	Tax £.p	Retail £.p
CORTITRANE (1305 WB)			
cream 5 g	0.18	..	0.27 TS
15 g	0.40	..	0.60 TS
lotion 15 ml	0.36	..	0.54 TS
CORTITRANE-G (1305 WB)			
ointment 5 g	0.18	..	0.27 TS
15 g	0.40	..	0.60 TS
COTY (301 Coty)			
smudge pots ..	0.23	0.104	0.45
COVEXIN 8 (208 BW)			
vaccine (vet.) 50 ml	..	..	1.05
100 ml	..	..	1.95
250 ml	..	..	4.10
syringe pack ..	..	..	0.50
box of 6 needles ..	..	..	1.50
CREAM SILK (412 Elida)			
hair conditioner bottle	1.27dz	0.57dz	0.19
CREMALGEX (901 Norton)			
(distributors 1545 Vestric)			
tube 30 g	0.113	0.034	0.19
CREMOSUXIDINE (837 MSD)			
insert †s4BTS			
CREMOTRESAMIDE (837 MSD)			
insert †s4BTS			
CROUPLINE (1068 Roberts)			
cough syrup ..	1.13dz	0.34dz	0.16½
..	2.24dz	0.67dz	0.32
CUTEX (256 CPL)			
Blinkers ..	2.53dz	1.24dz	0.45
CUTICURA (1491 Cuticura)			
hand cream tube	3.08	1.35	0.15
(40)	(40)		
CUTISAN (346 Dales)			
liquid 45 ml	9.00dz	2.70dz	
ointment 30 g	9.00dz	2.70dz	
powder 80 g	9.72dz	2.92dz	
CVK (2 Abbott)			
capsules 250 mg			d
Cyclax (341 Cyclax) existing entry			d
CYCLAX (341 Cyclax)			i
avacado cream 50 g	..	..	1.85
90 g	..	..	2.75
38 g	..	..	1.30
beauty tint ..	..	..	1.30
blushers/highlighters ..	..	..	1.65
cleansing cream 90 g	..	..	2.75
185 g	..	..	1.10
cleansing lotion 110 cc	..	..	1.85
230 cc	..	..	
eye make-up			
automascara ..	..	..	1.10
refill ..	..	..	0.75
mascara block ..	..	..	0.75
shadows single ..	..	..	1.05
frosted trio ..	..	..	1.60
flower balm 110 cc	..	..	1.35
230 cc	..	..	2.20
foundation cream 28 g	..	..	1.50
Glamotint 40 cc	..	..	1.25
loose powder 85 g	..	..	1.30
massage cream gentle			
50 g	..	..	1.60
90 g	..	..	2.50
super rich 50 g	..	..	1.60
90 g	..	..	2.50
medicated night mask			
50 cc	..	..	1.45
milk of roses 50 cc	..	..	1.30
110 cc	..	..	1.85
Moistura 50 cc	..	..	1.65
nail cream ..	..	..	0.75
frosted ..	..	..	0.80
Neojoven			
10-min.treatment mask			
38 g	..	..	2.25
all day face firmer			
110 cc	..	..	3.25
cucumber soap 78 g	..	..	1.20
gentle toning lotion			
110 cc	..	..	1.65
230 cc	..	..	2.75
neck firming cream			
50 g	..	..	2.30
night/day cleanser			
110 cc	..	..	1.95
230 cc	..	..	2.95
eye cream			
28 g	..	..	2.10
face cream			
50 g	..	..	2.30
90 g	..	..	3.45
total moist cream			
50 g	..	..	2.00
90 g	..	..	3.20
lotion			
110 cc	..	..	2.50
night cream 50 cc	..	..	1.75
pressed powder compact			
refill ..	..	..	0.75
skin bracer 110 cc	..	..	1.10
230 cc	..	..	1.85
skin soap trio 234 g	..	..	1.25
CYTAMEN (518 Glaxo)			
ampoules '250' 5 x 1ml	0.12	..	0.16
'1000' 5 x 1ml	0.24	..	0.32
packs of 6	..	..	d



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ALZOFOAM (1127 Seton) (distributors 93BJ)				ENDRINE (1352 Wyeth)				GANTANOL (1074 Roche)			
adhesive backed				25 ml 0.11	0.035	0.18		insert †s4BTS			
9 x 18in thin (4) 1.04	..	..	1.50	refill 100 ml 0.285	0.085	0.46½		GANTRISIN (1074 Roche)			
meum (4) 1.36	..	..	2.00	Energen (1114 SEF)				insert †s4BTS			
meum (4) 1.68	..	..	2.50	ENERGEN (1499 RHM)				GASTRILS (1154 SNP)			
thin (4) 0.72	..	..	1.05	digestive biscuits	1.04dz	..	0.10½	pastilles 24	0.25	0.075	0.45
medium 1.04	..	..	1.50	rolls 2	1.337dz	..	0.13½	240	2.10	0.63	3.78
thick 1.36	..	..	1.95	36 3.27dz	..	..	0.33	GENACORT (1530 Fisons)			
APRIM (208 BW)				ENTERFRAM (1530 Fisons)				cream/ointment 0.5% 5g			
elixir 60 ml	..	..	d	150 ml 10.31dz	..	..	1.29 TS	1% 5g			
FLAMENE A (973 Pharmitalia)				ENTEROMIDE (291 Consolidated)				Gerber (200 B&P)			
cream 10 g 0.26	..	..	TS	insert †s4BTS				GERBER (315 CPC)			
cream 50 g 0.74	..	..	TS	ENTERSORB (1352 Wyeth)				junior foods			
ointment 10 g 0.26	..	..	TS	tablets (vet.) 50	0.80	..	1.06½TS	fruits 6 oz 0.74dz	..	..	0.07½
50 g 0.74	..	..	TS	250 3.75	..	..	5.00 TS	GERMAINE MONTEIL (1486 GM)			
POT-GLUMORIN (452 FBA)				EPONTOL (452 FBA)				Super Moist body fluff	..	..	2.85
ampoules 40 bu 5	1.04	..	1.56	ampoules 10 ml 5	0.66	..	0.99	GEROVITAL H3 (1251 TTC)			
POT-PROCAFIN (452 FBA)				25 3.00	..	..	4.50	face cream	1.66	..	2.50 i
ampoules 2 ml 5	0.34	..	0.51 †	EQUAGESIC (1352 Wyeth)				hair lotion	1.66	..	2.50
SIREE (Napoleon 48 AP))				tablets packs of 10	..	..	d	GIBBS (412 Elida)			
cologne 48 cc 1.47	0.66	3.20		ESTEE LAUDER (425 ELC)				dentifrice	..	0.69dz	0.09
96 cc 2.30	1.035	5.00		Dry Dry skin astringent	..	..	2.20	GINETRIS (227 Erba)			
175 cc 3.57	1.605	7.77		Estee bath oil ½ oz	..	..	5.00	vaginal tablets 24	1.42	..	2.13 TS
perfume 10 cc 1.20	0.54	2.60		1 oz	..	..	8.50	GIN-FIZZ (Lubin 957 Perl))			
18 cc 1.75	0.79	3.80		body cream	..	..	5.00	eau de toilette opaline			
30 cc 2.75	1.24	4.90		superpurse spray	..	..	2.25	620	..	..	3.50
TROSOL (200 B&P)			d	wake-up mask	..	..	2.10	621	..	..	5.25
TROSOL (315 CPC)			i	EUCERIN (1154 SNP)				GIVENCHY III (1589 Givenchy)			
ISTIN (262 CIBA)				anhydrous 500 g 0.45				perfume			
cream	..	..	d	4 k 2.60				½ oz	..	..	2.40
YRIL (1530 Fisons)				hydrous 500 g 0.35				¾ oz	..	..	4.30
capsules 20	2.38dz	..	0.30 †s4B	4 k 1.70				1 oz	..	..	6.55
ectus 150 ml	3.50dz	..	0.44 †s4B	EUMYDRIN (1599 Winthrop)				2oz	..	..	10.55
TALGESIC (378 Dista)				drops 15 ml 0.20	..	..	0.30 †	toilet water 60 cc	..	..	2.40
tablets 100	0.59		†s1	EYLURE (443 Eylure)				110 cc	..	..	3.35
500	2.65		†s1	eye make-up remover	1.94dz	0.85dz	0.32	220 cc	..	..	5.75
TIVIT (378 Dista)				Lashclens N' Curl	1.94dz	0.85dz	0.32	GLUCAGON (413 Lilly)			
elixir 115 ml 0.18				Nailfix	1.94dz	0.85dz	0.32	ampoules dry powder			
1000 ml 1.26				nail polish remover	1.94dz	0.85dz	0.32	1mg	1	1.10	1.65
ARIT (145B)				FABAHISTIN (452 FBA)				10mg	1	5.89	8.84
tablets 100	1.40	..	2.10	suspension 100 ml 0.29	..	..	0.44 †s7	GLUMORIN (452 FBA)			
LOXENE (413 Lilly)				tablets 0.05 g 20	0.20	..	0.30 †s7	tablets 30 bu 100	2.87	..	4.31
ulvules 65mg 100	0.92	..	1.38 †s1	250 2.41	..	..	3.62 †s7	GROSSMITH (545 Grossmith)			
500 4.14	..	..	6.21 †s1	FAM-LAX (1068 Roberts)				talcum white rose and			
20 0.26	..	..	0.39 †s1	tablets	0.55dz	0.16dz	0.08	cucumber	2.04dz	0.89dz	0.35
100 1.04	..	..	1.56 †s1	1.10dz	0.33dz	0.16½		G. T. 50A (503 G)			d
500 4.69	..	..	7.04 †s1	FARINGETS (1599 Winthrop)				G. T. 50B (503 G)			d
LVIRIN (452 FBA)				lozenges 20 0.12	..	..	0.18	GUANIMYCIN (34 A&H)			
tablets dp20 0.16	..	..	0.24 †s4ADDI	FERAVOLG (228 Carlton)				insert †s4BTS			
nestos (382 Domestos)			d	syrup 220 ml 0.40				HAELAN (378 Dista)			
MESTOS (756 Lever)			i	FILON (117 BPL)				cream/ointment 60 g 0.61			TS
regular 1.135dz	..	..	0.11	tablets 500				HAELAN-C (378 Dista)			
urge 1.341dz	..	..	0.13	FLENZAVAX (208 BW)				cream/ointment 30 g 0.41			
ant 1.64dz	..	..	0.16	ampoules 1 ml 0.60	..	..	0.90	HALMAGON (801 MP)			d
ld formula packs			d	vial 10 ml 5.00	..	..	7.50	HEATHERCLEAN (588 H&H)			
SULFIN (501 Geigy)				FLUGINA (51 ACP)				small 0.98dz	0.29dz	0.15	
insert †s4BTS				bath gel 0.60	0.27	1.25	i	large 1.63dz	0.48dz	0.25	
ENISON (413 Lilly)				massage glove 0.90	0.27	1.65		HEMINEVRIN (68 Astra)			
cream 15 g 0.51	..	..	0.77 TS	FONTAREL (472 Fontarel)				capsules 100	2.67		†s4B
with neomycin 15 g 0.55	..	..	0.83 TS	Ormarin Cologne aerosol	..	..	0.99	injection/infusion			
ointment 15 g 0.51	..	..	0.77 TS	FRAMYCORT (1530 Fisons)				solution vial 100 ml 0.53			†s4B
dp250 1.48	..	..	2.22 †s4ADDI	lotion 20 ml 6.19dz	..	..	0.78 TS	bottle 500 ml 1.97			†s4B
with neomycin 15 g 0.55	..	..	0.83 TS	ointment 15 g 6.25dz	..	..	0.79 TS	tablets 100	2.67		†s4B
ANAPS (119Besso)				ophthalmic 3.5 g 2.06dz	..	..	0.26 TS	HEWLETT (68 Astra)			
apkin liners 2 0.19	..	..	0.28	sterile eye/ear drops	5 ml 3.63dz	..	0.45 TS	antiseptic cream tube 1.19dz	0.36dz		
JMMER (1068 Roberts)								400 g 0.59			
yes	0.78dz	..	0.10					3 k 3.34			
RENATE (452 FBA)				FRAMYGEN (1530 Fisons)				teething jelly	1.10dz	0.33dz	
insert †s4BTS				cream 15 g 3.00dz	..	..	0.37 TS	HILTON (105 BTD)			
VADILAN (1539 Duphar)				ophthalmic 3.5 g 1.25dz	..	..	0.16 TS	creamy	3.06dz	1.38dz	0.45
mpoules 10 mg 2 ml 6	0.55	..		sterile eye/ear drops				HIPREX (1061 Riker)			
packs of 5	..	..	d	5 ml 2.81dz	..	..	0.35 TS	tablets 100	2.00	0.60	3.60
Y (412 Elida)				sterile powder 500 mg 12.75dz	..	..	1.59 TS	HISTADYL E. C. (413 Lilly)			
aving stick refill	0.755dz	0.225dz	0.09	tablets 500 mg 20	56.25dz	..	7.04 TS	syrup 450 ml 0.51	0.15		0.92 †s7DDI
ORTELAN-N (518 Glaxo)				100 217.50dz	..	..	27.19 TS	2.251 2.25	0.68		4.06 †s7DDI
eye/ear drops 10 ml 0.75	..	..	1.00 TS	FRAMYSRAY (1530 Fisons)				HOSTACAIN (614 Hoechst)			
AMMON (1305 WB)				aerosol 110 g 22.13dz	..	..	2.76 TS	with noradrenaline			
tablets 50 0.20	0.06	0.36		FRESH'n DAINTY (506 Gerhardt)				cartridges 1.8 ml 0.92	..	..	†s4B
100 0.38	0.115	0.68		fleur de lis spray 120 g 2.52dz	1.135dz	0.38		HOSTACAIN SPECIAL (614 Hoechst)			
500 1.32	..	..	1.98	FRESH-SOX (848 Minnesota)				cartridges 1.8 ml 0.92	..	..	†s4B
1000 2.48	..	..	3.72	deodorising insocks	2.55dz	0.287dz	0.35	HOT PANTS (1131 Shulton)			
50 0.22	0.065	0.40		FUCIDIN (747 Leo)				come clean body foam			
100 0.40	0.12	0.72		gel 10 g 0.35	..	..	0.53 TS	185 cc 6.04dz	1.76dz	0.95	
300 1.00	..	..	1.50	ointment 25 g 0.75	..	..	1.12½TS	cool off Cologne 185 cc	5.44dz	2.38dz	0.95
750 2.34	..	..	3.51	25 g 0.33	..	..	0.49½TS	foam in bath bubbles			
AMOL (192 Brocades)				25 g 0.72	..	..	1.08 TS	185 cc 4.76dz	1.40dz	0.75	
capsules 80 mg 100	1.77	..	†s4B	Intertulle gauze				jet spray Cologne 48 g	4.88dz	2.14dz	0.85
STOL (452 FBA)				10 x 10 cm 0.40	..	..	0.60 TS	ICIPEN-V (649 ICI)			
tablets dp30 0.59	..	..	0.89 TS	FUCIDIN H (747 Leo)				syrup 100 ml 0.30	..	..	0.45 TS
dp150 2.67	..	..	4.01 TS	ointment 10 g 0.36	..	..	0.54 TS	tablets 300 mg 12	0.26	..	0.39 TS
DANSE (412 Elida)				25 g 0.77	..	..	1.15½TS	100 1.66	..	..	2.49 TS
air spray	3.98dz	1.79dz	0.62	FURACIN (1153 SKF)				500 7.97	..	..	11.95 TS
ZABETH ARDEN (60 Arden)				insert TS				ICTHABAND (1127 Seton)			
en's				FURADANTIN (1153 SKF)				(distributors 93 BJ)			
skin shield	..	..	1.20	insert TS				zinc paste and ichthammol			
AIL DIAMANT (1528 Capucci)				FURAN (251 CD)				bandage	2.16dz	..	0.26
oothpaste	2.90dz	0.87dz	0.42	insert TS				IMPERACIN (649 ICI)			
AB (848 Minnesota)				FURASOL (1153 SKF)				capsules 16	0.20	..	0.30 TS
ewers yeast tablets 50	1.23dz	..	0.14½	insert TS				100 1.17	..	..	1.75 TS
100 1.87dz	..	..	0.22½	FUROXONE (1153 SKF)				1000 10.34	..	..	15.51 TS
250 3.10dz	..	..	0.37½	insert TS				syrup 60 ml 0.20	..	..	0.30 TS
on & brewers yeast tablets				GALE'S (1449 R & CFD)				100 ml 0.31	..	..	0.46 TS
50 1.23dz	..	..	0.14½	honey set and clear 1oz	0.37dz	..	0.03½	16 0.20	..	..	0.30 TS
100 1.87dz	..	..	0.22½	½ lb 1.30dz	..	..	0.13	100 1.17	..	..	1.75 TS
250 3.10dz	..	..	0.37½	1 lb 2.18dz	..	..	0.22	1000 10.34	..	..	15.51 TS
				7lb 1.195							



		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
INSIDON (501 Geigy)					K. H. 3 (1490 IAPS)				LO-CAL (1530 Fisons)			
tablets	100	1.02	..	1.02	30	1.06	0.32	1.91	instant mashed potato	2½ oz	1.12dz	0.12½
	30	..	..	0.30	150	4.74	1.42	8.43	LO-CORTEN N (262 CIBA)			
INSULIN (147 Boots)					KIDNAMIN (930 P&B)				LOREL (761 Lilla-White)			
20 units	10 ml	0.15	..	0.20	tablets	200	10.20		cotton wool	300 g	1.729dz	0.17½
40 units	5 ml	0.15	..	0.20	KILWEED (463 Fisons)				LOXENE (1038 R&C)			
	10 ml	0.27	..	0.36	sachets	1	0.113	0.17	shampoo	sachet	1.03	0.31
80 units	5 ml	0.27	..	0.36		4	0.40	0.60		(4 dz)	(4 dz)	0.03½
	10 ml	0.48	..	0.64		12	0.966	1.45		bottle small	1.08dz	0.325dz
globin zinc						1½ lb	2.065	3.10		medium	1.425dz	0.43dz
40 units	5 ml	0.15	..	0.20	KINIDIN DURULES (68 Astra)					large	2.025dz	0.61dz
80 units	5 ml	0.30	..	0.40	tablets	100	4.50		LOXON (295 CM&R)			
isophane (N. P. H.)						250	10.50		pellets	7 lb		
40 units	10 ml	0.30	..	0.40	KLINTEX (1331 RW)				LUMINAL (1599 Winthrop)			
80 units	10 ml	0.60	..	0.80	night gloves		0.17	0.25	tablets 15 mg	100	0.08	0.12
protamine zinc					KODAK (711 Kodak)					30 mg	100	0.12
40 units	5 ml	0.15	..	0.20	Instamatic "55X"		3.06	6.08		60 mg	250	0.36
	10 ml	0.30	..	0.40	colour outfits "55X"		3.60	6.91	M & B (971 PSMB)			
80 units	5 ml	0.30	..	0.40	"155X"		4.84	9.38	693 tablets	484BTS		
zinc suspension (lente)					"255X"		7.14	13.95	dental cones TS			
40 units	10 ml	0.30	..	0.40	"355X"		12.92	25.09	MADRIBON (1074 Roche)			
80 units	10 ml	0.60	..	0.80	case	H35	0.45	0.89	insert	484BTS		
amorphous (semilente)					133X; 233X; 333X		..	..	MAGNOGENE (115 Bengue)			
40 units	10 ml	0.30	..	0.40	LABOPRIN (718 LAB)				tablets	60	0.50	0.15
80 units	10 ml	0.60	..	0.80	tablets	24	0.30	0.45	MALLORY (790 Mallory)			
crystalline (ultralente)					LANCOME (726 Lancome)				photographic batteries			
40 units	10 ml	0.30	..	0.40	nail products				PX1		..	0.43
80 units	10 ml	0.60	..	0.80	base coat		..	0.75	PX19		..	0.55
Nuso					enamels plain		..	0.95	PX21		..	0.55
40 units	10 ml	0.30	..	0.40	pearlised		..	1.10	PX23		..	0.31
80 units	10 ml	0.54	..	0.72	remover		..	0.90	PX24		..	0.44½
INSULIN (1566 Farillon)					topcoat		..	0.80	PX400		..	0.21½
novo Actrapid					LANOXIN (208 BW)				PX401		..	0.32
40 units	10 ml	0.26	..	0.35	elixir 0.05mg/1ml				PX450		..	0.32
80 units	80 ml	0.49	..	0.65	60 ml	0.34	..	0.51	PX625		..	0.27½
novo lente					injection 0.5mg/2ml	5	0.28	0.42	PX825		..	0.19
40 units	10 ml	0.30	..	0.40		25	1.30	1.95	M154		..	0.20
80 units	10 ml	0.60	..	0.80	LARGACTIL (971 PSMB)				M122		..	0.22½
novo semilente					suspension forte 150 ml		0.80	1.20				
40 units	10 ml	0.30	..	0.40		11	4.325	6.50				
80 units	10 ml	0.06	..	0.80	LASONIL (452 FBA)							
novo ultralente					ointment	14 g	0.20	0.30				
40 units	10 ml	0.30	..	0.40	40 g	0.53	..	0.80	MARIVAX T. H. V. (208 BW)			
80 units	10 ml	0.60	..	0.80	LEDERKYN (746 Lederle)				vaccine living (vet.)	250 dose	12.75	15.00
novo protamine zinc					insert	484BTS						
40 units	10 ml	0.30	..	0.40	LEM-SIP (1037 Reckitt)				MARY QUANT (876 MP)			
80 units	10 ml	0.53	..	0.71	cold relief		1.59dz	0.442dz	greasepots	3.36dz	1.51dz	0.57
novo Rapitard							2.85dz	0.79dz	Loads of Lash	10.33dz	4.65dz	1.75
40 units	10 ml	0.35	..	0.47	LESTREFLEX (1127 Seton)				mascara mini colour	2.80dz	1.26dz	0.50
80 units	10 ml	0.69	..	0.92	(distributors 93BJ)				nail polish sparklers	2.66dz	1.195dz	0.45
novo B. P.					elastic diachylon bandage				MAWS (810 Maw)			
20 units	10 ml	0.15	..	0.20	BPC ventilated or fully				baby lotion	347.07	2.37dz	0.71
40 units	10 ml	0.27	..	0.36	spread	3in	3.36dz	0.42	junior shampoo	348.03	2.44dz	0.73
80 units	10 ml	0.48	..	0.64		4in	4.36dz	0.54	Simpla sterilising unit	..	0.555	0.025
INTAL (1530 Fisons)					LEVOPA (824 MCP)				support tights	1.60	..	2.40
Spin caps	30	21.26dz	..	2.66	capsules 250mg	100	2.16	3.4B	MAX FACTOR (813 MF)			
	50	33.29dz	..	4.16		250	5.13	8.4B	brush-on blusher	0.514	0.22	0.99
compound	50	33.29dz	..	4.16	500mg	100	4.10	8.4B	moisturising gelee			
INTRACEL (848 Minnesota)						250	10.05	16.4B	cleansing	0.493	0.211	0.95
cream	..	..	..	..	LEXTRON FERROUS (413 Lilly)				night treatment	0.778	0.333	1.50
ISO-PAK (16 AGL)					Pulvules	84	0.47	0.71	toning	0.441	0.189	0.85
camera IC	..	..	..	4.63½	LIBRESSE (1515 Sancell)				under make-up	0.493	0.211	0.95
IVERSAL (452 FBA)					sanitary towels	10	0.12	0.15	whipped cream make up	3.63	1.55	0.70
lozenges 10 mg	16	0.09	..	0.14	LIFEGUARD (893 Nicholas)				MEDIJECT (615 H&M)			
JECTOFEAR (68 Astra)					disinfectant	small	0.725dz	0.08	insert	484BTS		
ampoules 100mg x 2ml						large	1.145dz	0.12½	MELODY (412 Elida)			
	10	1.55	..	1.55		giant	1.565dz	0.17½	hair colourant	..	2.54dz	1.145dz
	100	14.03	..	14.03	Li-Lo (308 Cow) existing entry				MEMOIRE CHERIE (60 Arden)			
syringe pack 2ml	10	2.34	..	2.34	LI-LO (308 Cow)				eau de parfum spray	½ oz	..	1.20
JECTORAL (68 Astra)					air cushion 18 x 13 in		0.415	0.62½		2 oz	..	2.25
tablets	100	0.58	..	0.58	print one side		0.475	0.71	MEN'S CLUB (596 HR)			
JECTORAL F (68 Astra)					air pillow 18 x 13 in		0.29	0.44	after shave lotion	..	..	1.45
tablets	30	0.33	..	0.33	print one side		0.375	0.56		..	..	2.30
JOHNSONS (673 JofH)					baby pants (elastic leg)				emulsion	..	..	1.70
Agfacolour processing outfit					small, med, large (2)		0.085	0.12½	bronzing gel	..	..	1.55
	1.50	..	..	2.25	ex. large (2)		0.10	0.15	deodorant stick	..	..	0.90
developer outfit	0.745	..	..	1.12	cot sheets 27 x 18 in		1.35dz	0.15dz	eau de Cologne	..	..	1.90
KAOVAX (901 Norton)					36 x 27 in		2.48dz	0.33		..	..	5.75
insert	484BTS				hot water bottles				talcum	..	..	0.85
KAYKILL (1068 Roberts)					Airflow junior		0.325	0.49	MERTHIOLOATE (413 Lilly)			
rodenticide drum	No.1	0.85dz	..	0.10½	double heat		0.375	0.56	tincture	450 ml	0.36	0.54
	No.2	1.63dz	..	0.21	standard		0.395	0.59½		2.251	1.26	1.89
bag	No.3	0.45	..	0.70	major		0.44	0.66	METANUM (115 Bengue)			
	No.4	0.93	..	1.42½	Sheerline		0.395	0.59½	powder 25 g			
KAY'S (1068 Roberts)					Nimbus		0.39	0.58½	METHISUL (1089 RPD)			
linseed compound	..	0.89dz	0.27dz	0.13		020700	0.31		insert	484BTS		
	..	1.85dz	0.56dz	0.26½		020600	0.31		METIGUANIDE (227 Erba)			
KELFIZINE (973 Pharmitalia)						021100	0.325		tablets 500 mg	100	1.10	1.65
insert	484BTS					020300	0.35			500	5.25	7.87
KELFIZINE W (973 Pharmitalia)						020200	0.35		MIDICEL (938 PD)			
insert	484BTS					021500	0.34		insert	484BTS		
KEMICETINE (227 Erba)						021680	0.365		MILLOPHYLINE (346 Dales)			
powder B.P.	5 g	0.71	..	1.06½TS		020500	0.365		ampoules	6	5.04dz	
sterile powder	1 g	0.50	..	0.75 TS	rubber sheeting 36 in x 12 yd		0.265			48	3.00	
	25 g	3.00	..	4.50 TS					suppositories			
	100 g	10.00	..	15.00 TS	LIMB-EASE (976 PL)				child	10	3.60dz	
KENADEX (978 PYP)					tablets	16	1.80dz	0.20		50	1.35	
extract	7½oz	1.76dz	..	0.22		32	3.51dz	0.39	adult	10	4.56dz	
	15oz	3.04dz	..	0.38	LIMMITS (1552 UL)					50	1.71	
	6lb	1.44dz	..	1.92	chocolate fruit and nut		1.268dz	0.228dz	tablets 0.1g	100	8.40dz	
KEYBELLS (1068 Roberts)					LINGRAINE (1599 Winthrop)							
glycerine & honey	..	0.84dz	0.25dz	0.12	tablets	12	0.34	0.48	MIL-PAR (976 PL)			
glycerine lemon & ipecac	..	0.86dz	0.26dz	0.12½					500 ml	3.595dz	0.97dz	0.46
	..	..	..	..	LIQUIDENT (229 C&T)				economy	..	..	
	..	..	..	..	oral antiseptic		2.40	3.60				
	..	..	..	..	LOBAK (1599 Winthrop)							
	..	..	..	..	tablets	50	0.52	0.155				
	..	..	..	..		500	4.83	1.45				



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
M (1520 IPM)				ORALCER (49 A & V)				PHARMATON (1564 Pharmaton)			
perspirant cream	1.33	0.40	2.18	pellets 25	0.15	..	0.20	(distributors 1545 Vestric)			
liquid	1.33	0.40	2.18	ORISULF (262 CIBA)				capsules 30	1.20	0.36	2.16 +
pray	1.33	0.60	2.35	insert †s4BTS				100	3.60	1.08	6.48 +
ca cream				ORLANE (1145 Sirex)				hair tonic	1.50	0.675	2.93
original	0.93	0.42	1.68 †	emulsion placentaire	..	..	2.65	royal bath	1.35	0.61	2.63
acial	0.93	0.42	1.68 †	lait pour le corps	..	..	1.70	skin activator	2.00	0.90	3.90
ortified	1.30	0.585	2.34 †	sauna liquid	..	..	1.70	PHENOLLAINE (974 PC)			
HEAMIN (413 Lilly)				sol a sol	..	..	1.45	eye drops 10 ml	0.18	..	0.27 †
es 200 mg 100	0.56	..	0.84	OSPOLOT (542 FBA)				100 ml	0.40	..	0.60 †
mytal	500	2.55	3.83	suspension 500 ml	0.88	..	1.32	pure	0.50	..	0.65 †
ules 'A'				OUTDOOR GIRL (876 MP)				PHILIPS (977 PE)			
100	0.61	..	0.92 †s4A	lid 'n' lip glossies	1.06dz	0.475dz	0.17	toothbrush	2.45	0.72	3.99
500	2.80	..	4.20 †s4A	Love skin perfume mini	0.89dz	0.40dz	0.15	hair dryer			
N'S (861 MPC)				OVALTINE (1303 Wander)				Comfort special	5.75	1.68	9.35
our restorer				10 case rates minimum order direct				flash unit 16	..	..	27.61
170 cc	1.70dz	0.765dz	0.29	diet-bar milk chocolate,				20	..	..	36.09
enking cream				plain chocolate	1.26dz	0.225dz		20 C	..	..	40.23
100 g	2.17dz	0.975dz	0.38	hazel nut	1.37dz	0.245dz		25 C	..	..	22.66
jar 50 g	1.60dz	0.72dz	0.24	PALFIUM (824 MCP)				..	..	..	13.24
100 g	2.40dz	1.08dz	0.38	ampoules 5 mg 10	0.76	..	1.14 †s1DD	Movie-light			
200 g	3.22dz	1.45dz	0.51	100	6.84	..	10.26 †s1DD	health lamps			
25 g	1.53dz	0.69dz	0.24	10 mg	0.98	..	1.47 †s1DD	Infraphil HP3608	4.46	..	5.95
tube 50 g	2.17dz	0.975dz	0.34	100	8.68	..	13.02 †s1DD	PHILLIPS (978 PYP)			
jar 50 g	2.17dz	0.975dz	0.34	suppositories 10	0.96	..	1.44 †s1DD	iron tonic tablets 50	1.10dz	..	0.12½
20 oz	4.80dz	2.16dz	0.75	tablets 5 mg 100	1.98	..	2.97 †s1DD	100	1.86dz	..	0.21
oo cream 55 cc	0.90dz	0.27dz	0.13	PANCREX (930 P&B)				PHYSEPTONE (208 BW)			
liquid	0.90dz	0.27dz	0.13	granules 100 g	0.94	..		injection 10mg x 1ml 5	0.20	..	0.30 †s1DD
anti-dandruff	0.90dz	0.27dz	0.13	500 g	3.44	..		100	3.52	..	5.28 †s1DD
salon size	4.20dz	1.26dz	0.59	PANCREX V (930 P&B)				tablets 5 mg 100	0.24	..	0.36 †s1DD
Y RICHARDS (177 BDA)				capsules 100	0.88	..		500	0.90	..	1.35 †s1DD
ayer				500	3.65	..		PHYTEIA (1251 TTC)			
alonaire supreme	..	..	14.25	powder 100 g	1.48	..		rheumatism ointment			
A (1305 WB)				250 g	3.46	..		50 g	0.45	..	0.60
ules				tablets 60 mg 100	0.36	..		PITON (917 Organon)			
1 1.5 ml 5	0.50	..	0.75 †s1DD	500	1.16	..		powder 1000 units vial	1.00	..	1.50
100	6.30	..	9.45 †s1DD	forte 100	0.64	..		PIXYL (1530 Fisons) 25 g	1.46dz	0.44dz	0.23
2 1.5 ml 5	0.60	..	0.90 †s1DD	500	2.48	..		PLACADOL (1305 WB)			
100	2.40	..	3.60 †s1DD	PARACODOL (1530 Fisons)				tablets 20	0.28	..	0.42 †s1DD
500	10.14	..	15.21 †s1DD	tablets 10	1.21dz	0.36dz	0.19 †DDI	100	1.20	..	1.80 †s1DD
THOR (16 AGL)				100	10.88dz	..	†DDI	PLANTGROW (463 Fisons)			
ine projector	..	..	..	10	1.03dz	0.31dz	0.15 †DDI	handy	0.16	..	0.24
h Movenar lens	..	..	41.14	100	4.94dz	..	†DDI	large	0.32	..	0.48
Variomar lens	..	..	49.33½	PARADEINE (1115 Scotia)				extra large	0.645	..	0.97
DOL (1599 Winthrop)				tablets 20	2.30dz	..	0.28	PLAQUENIL (1599 Winthrop)			
100	0.22	..	0.33	100	10.20dz	..		tablets 100	2.50	..	3.75
1000	1.58	..	..	500	4.00	..		POLAROID (989 Polaroid)			
(746 Lederle)				PARA-THOR-MONE (413 Lilly)				sunglasses			
200	84	4.45	1.13	ampoules 1	4.45	..	6.68	clip-ons 173; 183;			
250	84	5.53	1.41	PARDALE (346 Dales)				1131; 1132	1.15	0.02	1.75
300	84	6.60	1.68	tablets 500	2.25	..	†s1DDI	metals 223; 223T;			
365	84	8.00	2.04	PARMACETYL (417 EPL)				4111; 4114	1.82	0.02	2.75
NINE (521 Glenwood)				tablets 100	0.50	0.19	1.03	424; 424T; 664; 664T;			
de tablets				PASKALIUM (521 Glenwood)				4128	2.15	0.02	3.25
mg 100	0.50	..	0.66	Envules 3 g 100	2.84	..	3.79	6104	2.49	0.02	3.75
mg 100	0.62	..	0.83	powder 500 g	3.82	..	5.10	4109	1.65	0.02	2.50
mg 100	0.76	..	1.01	tablets 0.5 g 1000	4.32	..	5.76	plastics 630	0.99	0.02	1.50
VITE (879 NW)				PATERSON (673 J of H)				640; 8109	1.32	0.02	2.00
12oz	1.12dz	..	0.12½	major auto print washer	..	..	15.49½	8123	1.65	0.02	2.50
AL WONDER (1052 Revlon)				focus finder	..	..	4.51½	552; 8120; 831	1.99	0.02	3.00
shines	..	..	1.32	PENIDURAL (1352 Wyeth)				366; 367	2.15	0.02	3.25
lines	..	..	0.66	forte (vet.) 10 ml	0.61	..	0.81½TS	POLY (721 LC)			
hts	..	..	1.10	50 ml	2.21	..	2.94 TS	pre-colour	2.66dz	1.195dz	0.42
k	..	..	0.62	PENOTRANE (1305 WB)				POLYALK (489 Galen)			
(1153 SKF)				jelly 25 g	0.16	..	0.24 †	tablets 100	1.08	..	
TS				PENTOTHAL (2 Abbott)				POTABA (521 Glenwood)			
M (1599 Winthrop)				0.5 g ampoules with				capsules 0.5 g 240	2.96	..	3.94
ision 150 ml	1.06	..	TS	10 ml water 5	0.48	..	†s4A	1000	11.14	..	14.85
500 ml	3.39	..	TS	25	1.96	..	†s4A	40	3.27	..	4.36
TAL (2 Abbtpt)				with 20 ml water 5	0.60	..	†s4A	tablets 0.5 g 120	1.30	..	1.73
ary solution				25	2.52	..	†s4A	1000	8.96	..	11.95
100 ml	0.45	..	†s4A	without water 50	3.22	..	†s4A	POTABA + 6 (521 Glenwood)			
INAMID (115 Bengue)				1.0 g ampoules with				capsules 0.5 g 240	3.06	..	4.08
15 cc	0.13	0.04	0.21½†	20 ml water 5	0.76	..	†s4A	1000	11.23	..	14.97
(1429 TL)				25	3.08	..	†s4A	tablets 0.5 g 120	1.39	..	1.85
AN (1074 Roche)				without water 50	4.34	..	†s4A	1000	9.08	..	12.10
s 25 mg 500	3.33	..	5.00 †s4B	2.5 g with				PRICE'S (1005 Price)			
LAN (878 Napp)				100 ml water 5	1.95	..	†s4A	night lights			
s 2.6 mg 50	0.85	..	1.14 †	2.5 g vial	2.10	..	†s4A	child's 8-hour (10)	4.80	..	
250	3.90	..	5.20 †	without water 10	2.10	..	†s4A	(3dz)			
6.4 mg 50	1.15	..	1.54 †	5.0 g with				Calorettes (12)	5.80	..	
250	5.35	..	7.14 †	100 ml water 5	2.55	..	†s4A	(4dz)			
A (128 Biometica)				without water 10	3.30	..	†s4A	Palmitine Star (10)	6.88	..	
care 83 g	2.49dz	1.09dz	0.39	PERANDREN (262 CIBA)				(4dz)			
n 90 g	2.49dz	1.09dz	0.39	Linguets 25 mg 25	..	..	d	Pyramid (8)	2.00	..	
RIAD (971 PSMB)				PERL (957 Perl)			i	(1dz)			
†s4BTS				bath jug foam bath				Sentinel (10)	4.80	..	
MA (690 Keldon)				380 cc	1.60	0.48	2.95	PRIMPERAN (117 BPL)			
st shave	..	..	d	750 cc	2.60	0.78	4.80	ampoules 10 mg/2 ml			
E LONGCHAMP (Lubin (957 Perl))				bath pearls (500)	..	0.81	3.50	10	0.56	..	0.84 †s4B
me atomiser 1907	..	..	4.45	stone jug Cologne 100 cc	1.00	0.45	1.95	100 ml	0.41	..	0.62 †s4B
LS (413 Lilly)				200 cc	1.50	0.675	2.95	tablets 10 mg 20	0.48	..	0.72 †s4B
n 325 mg 100	0.28	..	0.42	380 cc	2.00	0.90	3.90	100	2.30	..	3.45 †s4B
650 mg 100	0.47	..	0.71	PETROLAGAR (1352 Wyeth)				PRIODERM (1007 PL)			
onium chloride	..	..	d	200 ml	0.135	0.04	0.22	lotion 55 ml	2.10dz	..	0.26½
ZYME (1556 Farillon)				500 ml	0.265	0.08	0.43½	PROCAFIN (452 FBA)			
100	3.53	1.06		dp 6 x 500 ml	1.59	..		ampoules 2 ml 5	0.29	..	0.44 †
L (147 Boots)				PETRON (1201 Supervite)				PROCOL (835 M & J)			
†s4BIS				universal atomiser	0.18	0.08	0.35	Spansule capsules 8	0.24	..	0.32 †
IN (413 Lilly)				PETRONET (1127 Seton)				PROMINAL (1599 Winthrop)			
ules 1 mg 1	5.04	..	7.56	(distributors 93BJ)				tablets 30 mg 100	0.18	..	†s4A
5 mg 1	21.98	..	32.97	dressing strip 3½in x 8yd	4.00dz	..	0.50	60 mg 100	0.24	..	†s4A
L (115 Bengue)				dressing 3½ x 3½in 10	1.68dz	..	0.20	200 mg 100	0.50	..	†s4A
				36	2.88dz	..	0.35	PRO-VIRON (1479 SCL)			
								tablets 25 mg 50	2.30	..	†s4B
								PSOROX (1530 Fisons)			
								ointment 25 g	1.59dz	0.48dz	0.24
								50 g	2.31dz	0.69dz	0.34



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
PULMO BAILLY (115 Bengue)				SECONAL (413 Lilly)				SPRAY MATE (506 Gerhardt)			
90 ml 0.18	0.055	0.29	†s7DDI	sodium Pulvules				deodorant 120 g 2.80dz	1.26dz	0.43	
500 ml 1.03			†s7DDI	50mg 100 0.26	..	..	0.39	†s4A			
21 3.50			†s7DDI	500 1.14	..	..	1.71	†s4A			
PYOPEN (1393 BRL)				100mg 100 0.39	..	..	0.59	†s4A			
infusion set 19.79			TS	500 1.84	..	..	2.76	†s4A			
QUINABAND (1127 Seton)				5000 17.59	..	..	26.39	†s4A			
(distributors 93BJ)				Seleen (2 Abbott) existing entry				d			
zinc paste and iodochloro-				SELEEN (2 Abbott)							
hydroxyquinoline	2.16dz	..	0.26	veterinary suspension							
REACTIVAN (1556 Farillon)				100 ml 0.26	..	..	0.39				
tablets 100 1.20	0.36		†s4B	500 ml 0.82	..	..	1.23				
REBAN (525 Golden)				SELSUN (2 Abbott)							
shampoo 1.23	0.37	0.09		dandruff treatment							
(2 dz) (2 dz)				25 ml 0.60	0.18		0.18				
REGENERANS (1251 TTC)				(½dz)	(½dz)						
drops 20 ml 0.45	..	..	0.60	50 ml 1.10	0.33		0.33				
RENOTIN (1498 L&SL)				(½dz)	(½dz)						
cream 50 g 0.68	..	..	0.91	100 ml 1.03	0.31		0.61½				
450 g 3.98	..	..	5.30	(½dz)	(½dz)						
felt .. 1.15	..	..	1.53	sachet 1.40	0.42		0.07				
RESOCHIN (452 FBA)				(3dz)	(3dz)						
tablets 100 0.91	..	..	1.37	SENOKOT (1037 Reckitt)							
RETENEMA (518 Glaxo)				granules 900 g 1.58	..	..	2.25				
Betnovate retention enema				syrup 500 ml 0.75	..	..	1.12				
7 x 100 ml 1.89	..	..	2.52	tablets 200 4.44dz	..	..	0.54				
TS				1000 1.28	..	..	1.80				
REVONAL (1556 Farillon)				SEOMINAL (1599 Winthrop)							
tablets 250 2.50			†s4B	tablets 100 0.98	..	..	†s4A				
REXALL (848 Minnesota)				500 4.73	..	..	†s4A				
acne treatment cream ..	..	..	d	SEPTRIN (208 BW)							
lotion ..	..	..	d	insert †s4BTS							
brewers yeast tablets g 7½	..	..	d	SETON (1127 Seton)							
all packs ..	..	..	d	(distributors 93BJ)							
bronchial and catarrh syrup	..	..	d	Coloset colostomy bags							
both packs ..	..	..	d	30 x 10cm 100 4.00							
iron and brewers yeast tablets	..	..	d	30 x 12.5cm 100 4.40							
all packs ..	..	..	d	20 x 14cm 100 4.00							
triple action cough	..	..	d	12.5 x 12.5cm 100 4.00							
treatment ..	..	..	d	Imperial sizes							
RHINAMID (115 Bengue)				dermatological gloves							
33 ml 0.19	..	..	0.25	small (24) 1.90	..	..	2.70				
200 ml 0.50	..	..	†s4BTS	medium/large (24) 1.90	..	..	2.70				
ROBERTS (1068 Roberts)				paediatric urine collectors							
aspirin B.P. 25 0.30dz	..	..	0.03½	(100) 3.00							
100 0.67dz	..	..	0.08	para-pads (pair)	0.93	..	1.40				
children's soluble 30 0.67dz	0.20dz		0.10	urine drainage bags							
glycerine lemon & honey	..	..		individually sealed boxes							
70 ml 0.84dz	0.25dz		0.12	standard long tube							
glycerine lemon & ipecac	..	..		(100) 7.00							
70 ml 0.86dz	0.26dz		0.12½	short tube (100) 7.00							
Indian brandee 70 ml 0.96dz	0.29dz		0.13½	non-return valve (100) 8.00							
liquid paraffin 225 ml 1.15dz	..	..	0.13½	drainage outlet (100) 15.00							
olive oil B.P. 71 ml 0.93dz	..	..	0.11	bulk packed boxes							
white petroleum jelly B.P.	..	..		standard long tube							
48 g 0.56dz	..	..	0.06½	(250) 12.50							
105 g 0.84dz	..	..	0.10	short tube (250) 12.50							
190 g 1.47dz	..	..	0.17½	non-return valve (250) 15.00							
zinc & castor oil cream	..	..		drainage outlet (250) 30.00							
28 g 0.61dz	..	..	0.07½	SETONIQUET (1127 Seton)							
55 g 0.92dz	..	..	0.11	(distributors 93BJ)							
100 g 1.38dz	..	..	0.16	tourniquets small 0.26	..	..	0.39				
hair cream ..	..	..	d	medium 0.28	..	..	0.42				
ROBINSONS (1449 R&CFD)				large 0.30	..	..	0.45				
baby rice 6 oz 1.10dz	..	..	0.11½	SETONPLAST (1127 Seton)							
high protein cereal 4 oz 1.195dz	..	..	0.12½	(distributors 93BJ)							
mixed cereal 6 oz 1.10dz	..	..	0.11½	waterproof strapping							
ready cooked groats	..	..		1in x 5yd 1.32dz	..	..	0.16				
6 oz 1.10dz	..	..	0.11½	2in x 5yd 2.16dz	..	..	0.26				
ROCCAL (1599 Winthrop)				3in x 5yd 2.88dz	..	..	0.36				
antiseptic 170 ml 0.10	..	..	0.15	SILOCALM (289 Concept)							
450 ml 0.24	..	..	0.36	capsules 50 0.60	0.18		1.08				
2.25 l 0.71	..	..	1.06½	suspension 300 ml 0.68	0.205		1.23				
RONSON (1079 Ronson)				SISTOMETRIL (262 CIBA)	..	..	d				
electric shaver RS45 6.27	1.88	10.53		SNOWFIRE (1068 Roberts)							
RYNACROM (1530 Fisons)				healing tablets .. 0.57dz	0.17dz		0.08				
capsules 100 3.15	..	..	4.72½	SOBICO (735 Laughton)							
insufflator 0.47	..	..	0.70	hair rollers 1275 (3) 2.36dz	0.71dz		0.40				
SANAMYCIN (452 FBA)				1276 (3) 2.36dz	0.71dz		0.40				
ampoules 200 mg 5 2.74	..	..	4.11	1277 (2) 2.36dz	0.71dz		0.40				
SANATOGEN (1530 Fisons)				SODIUM AMYTAL (413 Lilly)							
multivitamins plus iron				Pulvules 60 mg 100 0.24	..	..	0.36	†s4A			
120 9.60dz	..	..	1.20	500 0.14	..	..	1.71	†s4A			
SAUNA (957 Perl)				5000 10.96	..	..	16.44	†s4A			
sack .. 12.30dz	3.69dz	1.93		200mg 100 0.49	..	..	0.74	†s4A			
sack of soap (3) .. 6.00dz	2.70dz	0.90		500 2.39	..	..	3.59	†s4A			
SAVLON (649 ICI)				5000 23.13	..	..	34.70	†s4A			
antiseptic cream 15 g 0.80dz	..	..	0.10	tablets 60mg 100 0.21	..	..	0.32	†s4A			
30 g 1.24dz	..	..	0.15	1000 1.66	..	..	2.49	†s4A			
60 g 2.10dz	..	..	0.25	5000 8.14	..	..	12.21	†s4A			
120 g 3.55dz	..	..	0.41	200mg 100 0.36	..	..	0.54	†s4A			
baby care cream 50 g 1.60dz	..	..	0.20	1000 3.12	..	..	4.68	†s4A			
gift box .. 6.50dz	1.79dz	0.95		5000 15.44	..	..	23.16	†s4A			
lotion 230 ml 2.10dz	0.945dz	0.33		Sofra-Tulle (1087 Roussel) existing entry				d			
shampoo 100 ml 1.52dz	0.46dz	0.22		SOFRATULLE (1087 Roussel)							
talcum 100 g 1.06dz	0.32dz	0.15½		pieces 10 x 10 cm (10) 0.50	..	..	0.75	TS			
barrier cream 50 g 1.18dz	0.355dz	0.17		tins 10 x 10 cm 0.33	..	..	0.49½	TS			
liquid 112 ml 0.64dz	0.195dz	0.09½		SOLIWAX (289 Concept)							
225 ml 1.09dz	0.33dz	0.16½		capsules 10 0.24	..	..	0.36				
450 ml 1.80dz	0.54dz	0.27		SOLUVONE (378 Dista)							
51 1.075	0.325	1.68½		injection 5 vial 0.50	..	..	0.75	TS			
SCHERK (957 Perl)				SPARINE (1351 Wyeth)							
moisture cream ..	..	..	d	injection (vet) vial							
				10 ml 0.30	..	..	0.40	†s4B			
				30 ml 0.80	..	..	1.06½	†s4B			



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TRI (1467 Trend)				applicators	F/A	0.22	0.32	WELLCOME (208 BW)			
ave	0.55dz	0.25dz	0.13	2X	0.44	..	0.65	foot rot vaccine (vet.)			
er brush	0.60dz	0.27dz	0.14	3	0.50	..	0.75	40 ml	0.72	..	1.08
adow brush	0.60dz	0.27dz	0.14	3X	0.54	..	0.80	240 ml	4.00	..	6.00
ION (452 FBA)				4	0.60	..	0.90	Newcastle disease			
ales	5 3.49	..	5.23	5	0.74	..	1.10	(living) freeze dried			
es 0.5 mg	30 2.32	..	3.48	6	0.80	..	1.20	(La Sota strain)			
(208 BW) existing entry			d	bandage clips (50)	1053	0.65	1.00	1000 doses	1.70	..	2.00
AX T (208 BW)				TUINAL (413 Lilly)				pethidine hydrochloride			
e (vet.)	20 ml 0.63	..	0.84	Pulvules 100mg	100	0.35	0.53	injection 50 mg/ml			
SEN (208 BW)				500	1.68	..	2.52	pack of 100	..	..	d
on 48%	50 ml 2.59	..	3.45	5000	16.39	..	24.59	tablets 50 mg	..	..	
suspension	200 ml 8.40	..	11.20	200mg	100	0.58	0.87	pack of 500	..	..	d
ERM (1176 Squibb)				500	2.67	..	4.01				
n	25 ml 2.00	..	3.00	5000	25.56	..	38.34	WELLDORM (1154 SNP)			
T (1154 SNP)			TS	TYLAN (1477 Elanco)				elixir	150 ml 0.32	..	0.49
st lens kit				insert TS				500 ml	0.81	..	1.21½
standard TK3	1.20	0.19	1.79	TYLAN 50 (1477 Elanco)				tablets 650mg	50	0.38	0.57
de luxe TK4	2.25	0.56	3.56	insert TS				250	1.44	..	2.16
A (1387 L of L)				TYLAN 200 (1477 Elanco)				150 mg	25	0.16	0.24
wool	75 g 0.12	..	0.18	insert TS				500	0.95	..	1.42½
	110 g 0.15	..	0.23	ULTANDREN (262 CIBA)							
AM (1127 Seton)				tablets	25	..	d	WHITE'S DR. (761 Lilia-White)			
istributors 93BJ)				ULTRACORTENOL (262 CIBA)				sanitary towels			
ing (12)	550 0.74	..	1.10	ampoules	10 mg	..	d	Carefree	size 1	1.45dz	0.15
	551 0.74	..	1.10	ULTRAPEN (969 Pfizer)				2	1.65dz	..	0.17½
	552 0.74	..	1.10	syrup	60 ml	..	d	Sanspenders	..	..	0.10
	554 0.94	..	1.40	UMBRADIL (68 Astra)							
	555 0.94	..	1.40	viscous U	40 ml	8.80dz	..	WILKINSON (1339 Wilkinson)			
	556 1.20	..	1.80	URABAND (1127 Seton)				bonded shaving system	8.22dz	2.47dz	1.19
tubes	574,575 1.00dz	..	0.12	(distributors 93BJ)				dispenser blades (5)	4.08	1.23	0.36
	576,577 1.20dz	..	0.15	zinc paste, ichthammol				(20 pkts)	(20 pkts)		
	578 1.44dz	..	0.17	and urea bandage	2.16dz	..	0.26				
IP (1127 Seton)				URELIM (1305 WB)				WOOD NYMPH (412 Elida)			
istributors 93BJ)				tablets 0.5g	100	1.60	2.40	hair colourant	..	3.465dz	1.56dz
ressure bandages				500	7.20	..	10.80	XYLOCAINE (68 Astra)			0.54½
n rolls				UROLUCOSIL (1310 WW)				plain ampoules			
G3	1.54	..	2.20	insert †s4BTS				0.5% 10ml	20	1.10	..
G4	2.28	..	3.25	UROMIDE (291 Consolidated)				20ml	5	0.94	..
G4RT	2.63	..	3.75	insert †s4BTS				1% 5ml	50	2.09	..
G4X	2.63	..	3.75	UROPOL (171 BLL)				10ml	20	1.24	..
G5	2.96	..	4.25	insert †s4BTS				20ml	5	1.02	..
G6	3.36	..	4.80	VACCO (1265 Vacco)				2ml	100	2.07	..
G7	3.78	..	5.40	flasks				1% 25ml	100	0.23	..
G9	4.48	..	6.40	de luxe VLP	..	..	0.59	2% 2ml	100	2.75	..
G10	6.30	..	9.00	master minor VMS/H	..	..	0.49	5ml	50	2.34	..
G4	2.38	..	3.40	standard VMS	..	..	0.53	catridge blue			
G4RT	2.77	..	3.95	major VMS/D	..	..	0.80	2% 2.2ml	100	2.20	..
G4X	2.77	..	3.95	family VMS/Q	..	..	0.88	vials			
G5	3.08	..	4.40	best buy minor				0.5% 50ml		0.23	..
upporting				VBBH	..	..	0.49	1% 20ml	5	0.55	..
lege				standard VBB	..	..	0.53	50ml		0.24	..
25cm x ½m (G4)	0.16	..	0.24	major VBB	..	..	0.80	2% 20ml	5	0.59	..
50cm x ½m (G4X)	0.18	..	0.27	family VBBQ	..	..	0.88	50ml		0.25	..
50cm x ½m (G5)	0.20	..	0.30	carnival VCH	..	..	0.49	with adrenaline 1-200,000			
75cm x 1m G3	0.25	..	0.37	VC	..	..	0.53	ampoules			
25cm x 1m G4	0.29	..	0.43	VCD	..	..	0.80	1% 10ml	20	1.24	..
50cm x 1m G4RT	0.33	..	0.49	VCQ	..	..	0.88	vial			
50cm x 1m G4X	0.33	..	0.49	tea flask standard				0.5% 20ml	5	0.53	..
50cm x 1m G5	0.37	..	0.55	TF2	..	..	0.69	50ml		0.23	..
25cm x 1m G6	0.40	..	0.60	family TF/Q	..	..	1.07	1% 20ml	5	0.55	..
50cm x 1m G7	0.47	..	0.70	refills				50ml		0.24	..
50cm x 1m G9	0.57	..	0.85	master and tea flask				2% 20ml	5	0.59	..
50cm x 1m G10	0.77	..	1.15	standard RS	..	..	0.33	50ml		0.25	..
st bandages	7 0.83	..	1.25	family RF	..	..	0.55	with adrenaline 1-80,000			
8	1.90	..	1.35	cups & lids				cartridge red			
8½	1.10	..	1.65	VCH, VBBH & VMSH				2% 2.2ml	100	2.20	..
9	1.20	..	1.80					1.8ml	100	2.15	..
10	1.43	..	2.15	VLP	..	..	0.08	with nor-adrenaline 1-80,000			
11	1.56	..	2.34	stoppers 8 oz & 16 oz	..	..	0.08	cartridge yellow			
11½	1.83	..	2.74	jars	JS	..	2.75	2% 2.2ml	100	2.20	..
12	1.26	..	1.89	refill	JR	..	1.80	1.8ml	100	2.15	..
13	1.50	..	2.25	jug tea/coffee	QJ	..	1.39	antiseptic gel	15 ml	1.82dz	..
14	1.63	..	2.44	PQJ	..	..	1.23	eye drops 4%	4 ml	0.36	..
ITE (1127 Seton)				VAN MEERS (898 Northern)				gel 4%	15 ml	1.65dz	..
istributors 93BJ)				Dutch drops	0.08	0.025	0.14	ointment 5%	15 g	2.20dz	..
ur bandage	H01 0.17	..	0.25	capsules	0.08	0.025	0.14	spray 10%	82 g	1.46	..
	H12 0.24	..	0.35	VARICO (1127 Seton)				topical 4%	25 ml	0.21	..
	H34 0.30	..	0.45	(distributors 93BJ)				viscous	150 ml	0.46	..
	H56 0.40	..	0.60	leg bandage				XYLOCARD (68 Astra)			
	H78 0.44	..	0.65	3in x 3yds	0.46	..	0.68	solution 2%			
	HT1 0.80	..	1.20	VASOSULPH (61 APC)				disposable syringe			
	HT2 0.84	..	1.26	insert †s4BTS				5 ml x 5	1.79	..	
DS (1127 Seton)				VASYLOX (208 BW)				solution 10%			
istributors 93BJ)				nasal spray puffer	0.16	..	0.24	disposable syringe			
els and elbows				solution	15 ml 0.16	..	0.24	5 ml x 10	4.40	..	
il	P4 0.28	..	0.42	VELBE (413 Lilly)							
ium	P4X 0.31	..	0.46	ampoules dry powder				XYLODASE (68 Astra)			
e	P5 0.34	..	0.50	10mg 10 ml	4.41	..	6.62	tube	15 g	2.64dz	..
elts				VENO'S (104 BP)				XYLOPROCT (68 Astra)			
ill, medium or	P9 1.45	..	2.20	hot lemon cold remedy for				ointment	15 g	7.50dz	..
				children	sachets (5)	1.51dz	0.455dz	suppositories	10	0.52	..
N (1127 Seton)				VIACUTAN (1305 WB)				YARDLEY (1355 Yardley)			
istributors 93BJ)				cream 1%	25 g 0.18	0.055	0.32	lipstick			
ur bandages	1 0.22	..	0.33	200 g	0.66	0.20	1.19	Soul Shimmer	..	0.229	0.103
	2 0.25	..	0.37	emulsion 1%	100 ml 0.36	0.11	0.65	YOMESAN (452 FBA)			
	NCB 0.26	..	0.39	400 ml	0.90	0.27	1.62	tablets 0.5 g	4	0.47	..
	2X 0.28	..	0.42	VICK (1055 RM)				ZINCABAND (1127 Seton)			
	3 0.50	..	0.75	formula 44 cough				(distributors 93BJ)			
	3X 0.60	..	0.90	linctus	2 oz 2.135	0.64	0.29	zinc paste bandage	2.16dz	..	0.26
	4 0.70	..	1.05		4 oz 3.385	1.015	0.46	ZOTOS (128 Biometica)			
	5 0.80	..	1.20	VICK (1055 RM) Lancs area only				hair repair-conditioner			
	6 0.94	..	1.40	Sinex spray	3.09dz	0.925dz	0.42	21 cc	0.90dz	0.39dz	0.14
	8 1.12	..	1.68	VORTEL (413 Lilley)				ZUBES (1068 Roberts)			
ic pack	0.14	..	0.20	Pulvules	100	0.67	1.21	cough sweets	..	0.55dz	0.16dz
				syrup	120 ml 0.28	0.08	0.50	mixture	..	1.00dz	0.30dz
					450 ml 0.85	0.23	1.51	ZUPAVITIN (1549 Barclay)			
								slimming soup	3	0.40	..



## AMENDMENTS TO KEY TO SUPPLIERS

7 Isovac = Addis Isovac Ltd, Brushworks, Hertford, Hertford 4221.  
 49 A & V = Antibiotics & Vitamins Ltd, 43 Worship Street, London E.C.2.  
 177 BDA = British Domestic Appliances Ltd, Peterborough, PE2 9JB, Peterborough 68989.  
 299 C & T = Cosmetics and Toiletries, 5 Grosvenor Road, Ettingshall Park, Wolverhampton.  
 301 Coty = Coty Ltd, Great West Road, Brentford, Middlesex. 01-560 5282.  
 315 CPC = CPC (United Kingdom) Ltd, Claygate House, Esher, Surrey, Esher 62181.  
 490 GAF = GAF (Great Britain) Ltd, Photo Products Division, P.O.Box 119, 99 Camberwell Station Road, London S.E.5. 01-274 6272.  
 503 G = Geistlich Sons Ltd, Newton Bank, Long Lane (A41), Chester CH2 3QZ. 0244 47534.  
 710 Knox = Knox Laboratories Ltd, 5 Western Road, Aston Clinton, Aylesbury, Bucks.  
 938 P D = Parke Davis & Co, Usk Road, Pontypool, Mon. NP4 8YH. Pontypool 2468.  
 1070 Windsor = The House of Roberts Windsor, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Mons. Cwmbran 66611.  
 1115 Scotia = Scotia Pharmaceutical Products, 558 Cathcart Road, Glasgow S.2 041-423 1856.  
 1164 SSL = Southall (Sales) Ltd, Surbiton, Surrey. 01-397 5200.  
 1169 BGS = Brian G. Spencer Ltd, Station Road, Shenstone, Lichfield, Staffs. WS14 0NP. Shenstone 480314.  
 1261 Ucal = United Chemists (Ucal) Ltd, Ucal Works, London Road, Cheltenham, Glos GL52 6HD. 0242 25421.  
 1336 WJ & C = Wilcox, Jozeau & Co Ltd, 215 Coldharbour Lane, London SW9 8RX. 01-274 3237.  
 1399 TLC = The Luckstone Co, P. O. Box 51, Shipley, Yorkshire BD18 4HZ.  
 1499 RHM = RHM Foods Ltd, 10 Victoria Road, London N.W.10. 01-965 6565.  
 1514 Brocapharm = Brocapharm Ltd, Trend House, Pyrford Road, West Byfleet, Surrey. Byfleet 45536.  
 1515 Sancell = Sancell Ltd, Sancell House, Harpenden, Herts. Harpenden 62268.  
 1549 Barclay = Barclay & Sons Ltd, North West House, 119 Marylebone Road, London N.W.1. 01-402 6171.

Posting of the September Quarterly Price List is scheduled for the week commencing October 31.

We apologise for the inconvenience caused to subscribers by the lateness of this issue which has been fully revised in accordance with recent purchase tax changes.

The new production system for the List, already in operation for the Cumulative Supplement, should enable future editions to be more up to date than ever at the time of publication.

## THIS WEEK'S CHANGES

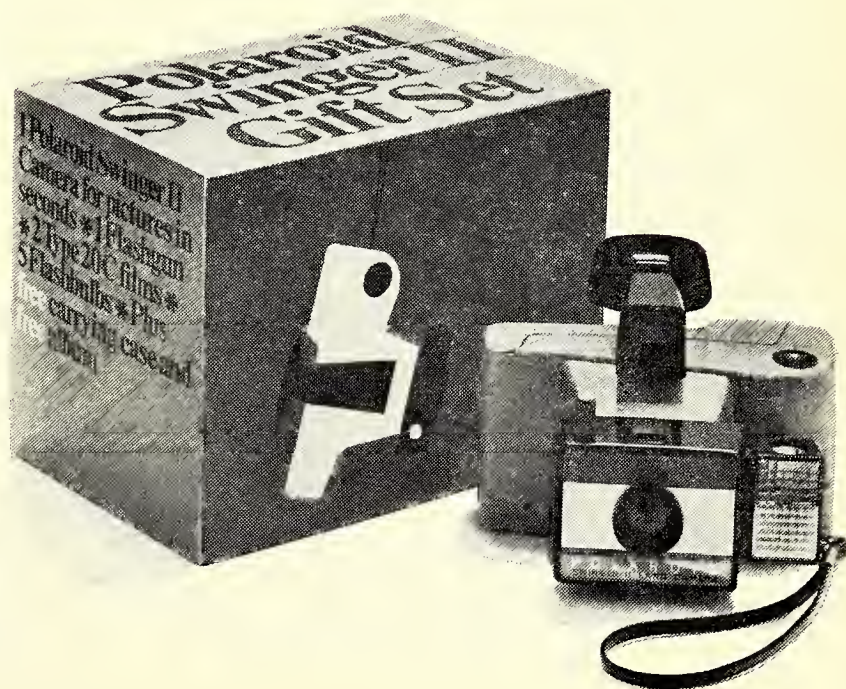
		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p
<b>AIRWICK (671 Jeyes)</b>									
aerosols, alpine, lilac time, springtime	283 g	1.90dz	..	..	0.18½c	hollow ground	..	1.79 (20 pkts)	0.54 (20 pkts)
bottles wick	..	2.28dz	..	..	0.22½	blades for trimmer	..	1.79 (20 pkts)	0.54 (20 pkts)
refill	..	1.90dz	..	..	0.19	stropping kit	90	4.29dz	1.29dz
solid	..	2.36dz	..	..	0.25	stropping attachment	80	0.86dz	1.12dz
						swinging strop	70	2.41dz	0.72dz
<b>ASPRO (893 Nicholas)</b>									
junior tablets	24	0.775dz	0.23dz	..	0.10 c	<b>GADE (621 Howden)</b> entire entry			
<b>BUTACOTE (501 Geigy)</b>									
tablets	100	1.06	..	..	†s4B	<b>INNOXA (654 Innoxia)</b> protein conditioning cream .. .. .			
	500	4.92	..	..	†s4B	<b>KOMPO (1329 White)</b> liquid 4 oz 1.30dz 0.39dz			
<b>Corimist (1111 Corionel) existing entry</b>									
					d	<b>LOTEX (534 GT)</b> skin cream 56 ml 0.07½ 0.02 112 ml 0.11½ 0.03½			
<b>CORIMIST (1111 Corionel)</b>									
conditioner	sachet	1.30 (3 dz)	0.585 (3 dz)	0.07 a	i	<b>MACLEANS (105 BTD)</b> toothbrushes .. .. .			
	bottle	2.08dz	0.935dz	0.34		<b>MADECASSOL (1077 Rona)</b> ointment 1% 10 g 0.40 0.12			
conditioning hair set	..	0.74dz	0.335dz	0.12		<b>MAWS (810 Maw)</b> Nursery Products babypacks Bathtime .. 6.72dz 1.09dz Changetime .. 4.80dz 0.84dz toilettries gift pack .. 0.89 0.29			
hair spray	3 oz	2.13dz	0.96dz	0.35		<b>PALETTE (1111 Corionel)</b> clear set .. .. . colour set .. .. .			
	8 oz	3.34dz	1.505dz	0.55		<b>TETREX (171 BLL)</b> capsules packs of 16 .. .. .			
	12 oz	4.80dz	2.16dz	0.79		<b>TORBETOL (1244 TLOC)</b> shampoo .. 0.2667 ..			
quick set	..	3.22dz	1.45dz	0.53		<b>VIROL (152 Bovril)</b> 250 g 1.84dz 500 g 3.08dz			
shampoo	sachet	1.22 (3 dz)	0.365 (3 dz)	0.06		<b>Stop Press</b> <b>GAVISCON (1037 Reckitt)</b> tablets 20 0.333 ..			
	tube	1.64dz	0.49dz	0.24		<b>LISIUM (201 Brunton)</b> vaginal spray .. 0.17 0.07½			
spray tonic	..	3.28dz	1.475dz	0.54					
<b>CORNEX (534 GT)</b>									
	7 ml	0.07½	0.02	0.14 a					
<b>CUPAL (333 Cupal)</b>									
bismuthated magnesium ovals tins	2 oz	1.10dz	0.18dz	0.15 a					
ginger flavour, Friar Tuck	3 oz	0.80dz	0.22dz	0.11½a					
<b>DOSULFIN (501 Geigy)</b>									
					d				
<b>DURHAM DUPLEX (1526 DDR)</b>									
safety razor, folding	100	4.72dz	1.42dz	0.71 a					
kit	100 c	7.72dz	2.32dz	1.16					
	101	5.36dz	1.61dz	0.81					
safety razor "T" shape	300	4.47dz	1.54dz	0.69					
home hair trimmer	700	2.99dz	0.90dz	0.45					
with blades	..	4.07dz	1.22dz	0.61 i					
razor blades	(5)	1.69	0.51	0.15 a					
stainless	(10 pkts)	(10 pkts)	(10 pkts)						



# Birmingham Polaroid Cameras Christmas.

the pavement, snap, wait a few seconds...'  
'...and as sure as he'll leave with his  
Polaroid picture, he'll probably take a  
camera with him.'

Polaroid Instant Picture Cameras.





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# ZUBES

**CONVENIENT ONE-SIZE VACUUM SEALED TINS**

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**ROBERTS' CROUPLINE**  
— pleasant to take.  
Two sizes, packed in one dozen cartons.

**FAM-LAX** — for all the family. A pleasant easy to take laxative supplied in packs, 12 large or 24 small (tubes).

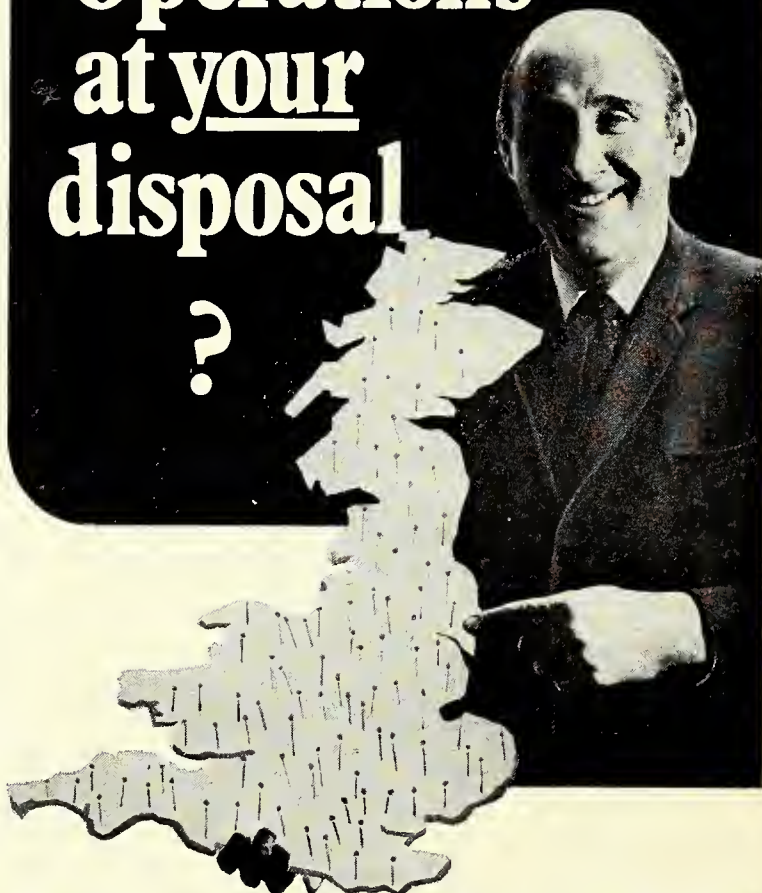
**ROBERTS' Cough Syrup**  
relieves soothes safe for children

**ROBERTS' CROUPLINE LIMITED**

BURNDEN WORKS, CROFT LANE, BOLTON, LANCs. TEL: BOLTON 32631.

# Who can put 90 U.K. Transport Operations at your disposal

?



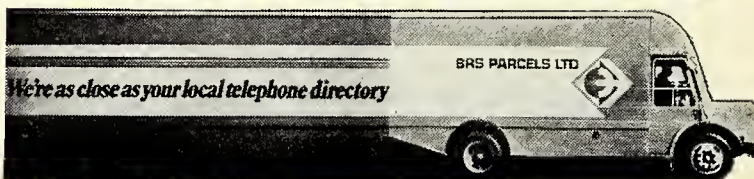
## Your GREEN VAN MANAGER can!

Yes, of course he has his own local staff and equipment. But he also has the support of 89 other branches like his all over Britain. Branches strategically sited for fast inter-city trunking and delivery beyond... for collection and delivery of parcels... for warehousing of goods and subsequent distribution. Telex links put you as close to all this as you are to him — your local man. And he's the man you'll deal with.

**AND A SPECIAL NOTE ON SPEED...**  
Main centres linked by direct rapid services (and we have 1,700 of them) normally permit 24/48 hours delivery. Outside main centres add another 1/3 days. Ask your local Manager for details of your direct connections.



## BRS PARCELS LTD





# COMMENT

## A time for mixing!

The successful Irish Pharmaceutical Congress, although playing a similar role in Irish pharmacy to that of the British Pharmaceutical Conference in the UK, contrasts with it in many respects. Both contain business and social sessions, but in the Congress there is much less emphasis on the timetable, more time being allowed for fewer items—and where, but in Ireland, would a business meeting concerned with remuneration begin at 11pm?

Nevertheless, both the Conference and the Congress have their adherents.

Those who were at Wexford enjoyed the facilities and the arrangements; and the local committee should be congratulated. They provided an excellent opportunity—that was taken—for the officers of the Society and the membership to exchange views and get acquainted.

## Greener grass?

Those who have been negotiating, with the Minister for Health in Ireland, the basis for the new General Health Services scheme, have had the advantage of being able to draw upon the experience of pharmacists in England, Wales and Scotland who have been in a Health Service since 1948.

They were also able to call on the experts who have taken part in the negotiations for pharmacists in Northern Ireland and Scotland. Thus the possible scale of remuneration that might result from the latest and final offer from the Minister for Health, Mr Erskine Childers, will be compared with that “over the water”—and *vice versa*.

Perusal of the scheme immediately reveals the streamlining of the Irish system to avoid complicated calculations that could delay payments. That method of approach will be generally approved, but the lack of an on-cost feature is undoubtedly a weakness in the scheme. That feature in the British National Health Service has helped UK pharmacists as a “hedge” against inflation helping to shield them from some of the changes in the dispensing fees that have been “imposed”.

British pharmacists will immediately note the attempt in Ireland to deal with the problem of the dispensing doctor. Irish pharmacists are rightly disappointed that a five-mile limit was rejected, and doctors practising more than three miles from a pharmacy will be allowed to dispense for patients. However, the doctors will be required to obtain their medicines from a “nearby chemist” who will be allowed to charge them “cost price plus 25 per cent”. Whether the restriction “nearby chemist” will provide sufficient compensation to the pharmaceutical profession remains to be seen.

Nevertheless, the negotiators must be complimented on achieving the restriction—however difficult it might be to put into effect.

If problems do arise, then the pharmacists can rightfully demand an increase to the five-mile—or more—limit. Whether or not pharmacists in Ireland are willing to accept the suggestion that the ephemeral “Mr Average Chemist” is likely to benefit by £1,200 a year from the new arrangement, the really important feature for the community phar-

macist is that the scheme at least replaces the dispensary system that has had so many iniquitous features from the retail pharmacist's point of view.

There is no doubt that Mr G. White, who spoke at the Anglia Region conference in Ipswich on Sunday (p 618), will be among those looking at the three-mile limit with some envy. His fear that in Britain there will be no problem in five years' time—because there will be no rural pharmacy to be a problem—will certainly not have been lessened by Mr Aldington's faith in “enthusiasts” who prefer to work in a country environment.

The need is for rural pharmacists, as individuals as well as collectively, to refute in deed Mr Bannerman's suggestion that many want the privilege of serving only their “patch” in the community—still leaving the difficult areas to the dispensing doctor. With such support, the profession's leaders can press the plan already submitted for rural areas with even greater conviction.

And a glance across the water will indicate what concessions have been granted to the doctors to encourage them either to give up dispensing or to purchase their supplies from their local pharmacist. Who knows, the concessions might even prove attractive to the British dispensing doctor and be a means to the end of the present unseemly inter-profession dispute.

## Through a VAT darkly

Almost exactly a year ago *C&D* carried an article headlined “Value Added Tax concerns you *now*”. The document just published by the NCT (page 602), serves all-too-well to underline how little has really been done in the intervening period to help those who will be vitally involved with VAT to come to terms with its intricacies.

Admittedly, when the *C&D* article appeared, no definite announcement concerning the introduction of the tax had been made (although it did not need a clairvoyant to foresee its arrival); but it is now several months since the Chancellor announced his intention to bring in VAT, and even the leading trade associations remain in a position in which they are only able to offer “guidelines that may emerge from the attitudes adopted by the Customs and Excise Department” (the NCT's words).

On the one hand, it is to be hoped that planning for the changeover is further advanced than it seems to be; on the other, it is a matter for real concern that so little has been done in the way of public education.

There was, of course, the Green Paper issued shortly after the original announcement: a document so vague that, surely, it defeated its own declared intention of “establishing a background of informed public opinion”. And, for the rest, silence, as near as makes no odds.

Time is running out; and the NCT's view that an educational body, similar to the Decimal Currency Board should be set up without delay, is to be endorsed in the strongest terms.

Even the staunchest supporters of the present Government agree that public relations is not its strong suit. It may be that the VAT switchover will be “all right on the night”, but, surely, its chances of being so would be enhanced if more people knew rather more about it.



# PROFESSIONAL NEWS

Anglia Region Conference

## Pharmacists' role in the supply of medicines

A pharmacy sited near to a council estate is a necessity—a general shop selling patent medicines is no substitute for the genuine article.

That view, from the mayor of Ipswich, set the tone of Anglia region's conference on Sunday.

It was a point taken up by the principal speaker, Mr J. P. Bannerman, a member of the Pharmaceutical Society's Council, when he said that in the absence of a pharmaceutical service, medicines were taken over by vendors who were not concerned how they were sold, so long as they were sold.

Mr Bannerman said the Medicines Act represented a revolution in official thinking—a medicine was to be considered guilty until proved innocent. But it was beginning to appear that the "gospel according to St Derrick" was subject to the same sort of blind spots as the old thinking. The general-sale and prescription-only list committees were "stretching forth their tentacles" into the range of medicines now restricted to pharmacy. "Who is looking after our interests?—Not a soul!" Mr Bannerman added that no-one was paying the slightest attention to the fact that Parliament intended greater supervision over the sale and supply of medicines.

Little or no obstruction was being placed in the path of the "patent" medicine manufacturers, he went on. And it was probable that for certain preparations the public would have to visit a doctor. Yet an 8:1 ratio had been found between those using self-medication and those using the National Health Service; doctors would be unable to cope with this additional load.

Mr Bannerman complained that pharmacy's plea for a third committee to look after the pharmacist-only area had been turned down. This situation was all the more tragic because the EEC Commission had decided that in the interest of the public, all medicines should be restricted to the retail pharmacist and that there should be some restrictions on the range of goods he could sell. Considering that information must be available to the Government and the Medicines Commission, "why be so prodigal with an opportunity of getting somewhere near Europe now?" Mr Bannerman asked.

In dealing with the planning of a comprehensive pharmaceutical service, the speaker referred to the ending of talks with the medical profession on rural dispensing. No report had been published—in reply to a later question Mr Bannerman hinted that the reports to the parties were so different as to make a report impossible—but the talks had come to an end. Should we return, he asked, to the ugly situation of two or three years ago in which rural battalions on both sides were intent on showing just how incompetent

were their opponents? A better solution would be to point out to the Secretary of State that the net result must be impairment of the public's faith in the service as a whole and to ask him to take some initiative so that there was a chance for compromise.

After dealing at some length with health centre problems, Mr Bannerman asked the conference to consider whether, in view of the declining number of pharmacies and the concentration of prescriptions into pharmacies near the centres, the size of the register was not too large. It would be better, he maintained, if pharmacists were fully employed on the work for which they were specially trained.

## 'Perspective' lost in retail

Controversial "ten-minute" opening papers from three speakers paved the way for a wide ranging and lively discussion in the afternoon session.

Mr P. Sharott, president of the British Pharmaceutical Students' Association, stressed the need to cultivate the relationship between pharmacist and doctor—which meant the pharmacist must be in the health centre. In general practice, he thought that the pharmacist must be seen to supervise the sale of medicines and to be available for consultation by the public. Mr Sharott considered the "perspective" had been lost in pharmacies where professionalism and commercialism went hand in hand. "Can this go on in view of the sort of drugs we are handling?" he asked, "or do we need to spend all our time worrying about the drugs and medicines we sell?"

A rural-area pharmacist, Mr G. White, condemned the lack of activity in solving the rural problem. In five years time there would be no problem—there would be no rural pharmacy, he maintained. It was time either to call a stop to a second-class dispensing service, or to give the public a real choice of where to have their medicines dispensed. It was nonsense to continue the one-mile limit which was imposed in 1912 when transport was lacking. Many patients travelled more than a mile to the doctor's surgery, yet it was a crime for them to travel more than a mile to a chemist.

Planning was not the answer to the rural problem, said Mr White, the answer lay in dispensing by those trained to do it. He brought forward evidence to show that some doctors were dispensing for

patients on their prescribing list, or had patients on the dispensing list who lived within a mile of a chemist.

Mr J. G. Iles, from an urban area viewpoint, looked at ways in which the pharmacist could increase his authority and the high regard in which he is held. He suggested that the pharmacist should seek opportunities to improve second-rate and lax prescribing—they should be prepared to question, in the interests of the patient, such things as the prescribing of tetracyclines to expectant mothers and young children, and high doses of digoxin given to elderly people. Such "interference" would not seem inconsistent to a hospital pharmacist, he said.

However, if the pharmacist was to play the part of keeping the doctor up to the mark, he must himself be up to scratch.

Mr Iles added some other ways in which the pharmacists' authority might be increased. The first was by openly questioning possible forged prescriptions—if the script was forged the reaction would make it obvious, if genuine, it would have been demonstrated to another member of the public that the pharmacist was not just a counter of tablets.

The future, he said, lay with selling services, not goods. The range should be extended and Mr Iles suggested as possibilities diagnosis and treatment of simple ailments, pregnancy diagnosis, blood pressure readings, blood cholesterol levels and urinary sugar tests—the range would increase as the procedures were simplified.

To increase his authority, the pharmacist must take the initiative—this would be welcomed by younger doctors and, on reflection, by older doctors as well. "We have as much to fear from the conservatives in our own ranks as from those in other professions," Mr Iles concluded.

## Patient registration — and civil liberty

During the discussion Mr R. H. Drain, Ipswich, flew his "personal kite" that patients should be registered with a pharmacy. He was supported by Mr H. Morley, Colchester, who said the system seemed to work well in Holland where the pharmacy held a complete record of patients' medication. But Mr Iles felt that the patient might choose a pharmacy for the wrong reason, such as late opening.

But the strongest objection came from Mr M. James, Southend, who was concerned about "civil liberties". He said that enough detail on personal life was already on computers, and he would not be prepared to register with a pharmacy. Another speaker added that limitation of pharmacies in Sweden had led to their nationalisation, which was another side of a health centre problem.

Mr Sharott considered that there were more fundamental things for a pharmacist to consider than "taking blood pressures". He said that the hospital pharmacist could not do his job properly if he was not in



possession of information on everything the patient was taking—he could not look at the prescription in isolation.

Mr R. C. B. Jones, Romford, asked the meeting to realise that rationalisation of the medical services when a health centre opened, demanded a similar rationalisation of the pharmaceutical services. Even when a consortium was formed there was an assumption that it would be run or managed by an employee, but if there were a reduction in dispensing in the peripheral pharmacies there might be a need for some of the pharmacies to close.

As an example, he suggested that if six pharmacies each lost 60 per cent of their dispensing business, the consortium pharmacy would be effectively taking over the equivalent of 360 per cent—and that would require three of the peripheral pharmacists to do the work if they were to carry out the full role of the modern pharmacist, not just the repetitive work.

Mr Bannerman countered that there was no correlation between what happened at the health centre and what happened at the periphery. The health centre pharmacy would move into the league of the hospital dispensary dealing only with 16 or 17 doctors in even the largest centre, instead of some 100. The pharmacy could predict its requirements and go in for multiple packing and mechanisation, using ancillary staff. To be effective, closures had to be allied to control of the opening of pharmacies. Also any closure in the group would demand compensation for

the owner. Concerning staffing, Mr Bannerman said there would be an influx to the health centre from those peripheral pharmacies which previously employed two pharmacists and now only required one.

Following up the discussion of supervision, Mr T. Astill, North Metropolitan, warned pharmacists not to make "a noose for their own necks". It should not be necessary to peer over the shoulder of the assistant every time a sale was made. The staff should be trained to ask the pharmacist his advice where necessary. Mr S. W. Kitchen, Diss, added that the atmosphere in a pharmacy was different from other shops; the pharmacist was exercising control in his pharmacy whether he was around or not.

The final question came from Mr White who demanded to know the future of the rural pharmacy. Mr A. Aldington, a member of Council, said that rural pharmacies had always been the place where people enjoyed their pharmacy, through serving a small community. He believed the picture would not change, though the numbers of pharmacies would reduce, as in other areas. "I hope there will still be the same enthusiasts for rural pharmacy", he said. Mr Bannerman said that everything depended upon the attitude of the rural pharmacist. Many had shown a marked disinclination to "do anything but their patch". They said: "Give me the dispensing round this area, but I am not going out to that hamlet. I will leave that to the dispensing doctor".

## LETTERS

### Home brewing

With reference to the report "Contamination danger in home brewing" (C&D October 16) we would like to make the following comments:

The report omitted to say that the 22-year-old electrician was admitted to Stobhill General Hospital, Glasgow, in October, 1970, which was a year ago.

Mr T. S. Wilson, medical officer of health for Glasgow, stated in *The Scotsman* that this was the only case of erosive gastritis caused by contaminated yeast in home-brewed beer that he had heard of.

As this was an isolated case, occurring as it did some twelve months ago, it would seem slightly unfair to conclude, from this one incident, that there is continual danger in home-brewing.

Since that date of October 1970 our company have sold the equivalent to 30 million pints of Home Brew and, in all our six years of trading, we have never heard of another case of that nature.

**G. Palmer**  
Managing director  
Viking Brews Ltd

The conclusion was that of the *Lancet* paper's author, not ours, and was reached also on the basis of animal experiments—  
Editor.

### Courses in Ireland

Pharmacists in the Irish Republic will note with particular interest that the Postgraduate Education Committee is at present engaged in planning courses to be held in convenient centres throughout the twenty-six counties. A specimen course is now being launched in Munster for pharmacists engaged in community, hospital or industrial practice.

The object of the course is to enable pharmacists to fulfil adequately their role, and to communicate more effectively with other professions, and with the public.

The pharmacology of all major groups of drugs used in human medicine will be covered in the course, and will be supported by lectures on the physiological basis of drug action. Visual aids will be used and typescripts of material will be supplied. No prior knowledge of these subjects will be required.

All pharmacists residing within approximately fifty miles of Cork have been notified by post regarding the details of this course, but if there are others who may wish to have full information they are urged to communicate without delay with the Director, Postgraduate Education Committee, The College of Pharmacy, 18 Shrewsbury Road, Dublin 4, or with Mr Thomas O'Hanlon, MPSI, Southern Regional Pharmacists' Association, Gurranebragan Road, Cork (telephone 52168).

The planning of other courses throughout the Republic will be largely influenced by the response to the proposed course.

**D. W. P. Boyd**  
College of Pharmacy  
Dublin 4

# JAN 1971

## "Thicken Hair" launched. Creates new market.

A new product. A new market.

Thicken Hair brings hope to all women with unmanageable hair.

Launched with nationwide publicity: Featured in big circulation press & magazines; Special introductory offers; Big advertising campaign with ads. in *Honey* and *19*, *Woman* and *Woman's Own*.

**Thinderella. A cartoon-strip character puts across the Thicken Hair sales message... big.**





## Wexford Congress round-up

# The Irish Pharmaceutical Union gets unanimous backing from Congress

A unanimous decision to form a Pharmaceutical Union was taken at the Irish Pharmaceutical Congress on October 12. The approval was given in the knowledge that there were still some problems to overcome concerning the involvement of the Irish Drug Association and the Hospital Pharmacists' Association.

The Irish Drug Association executive had only a mandate to become affiliated with the umbrella organisation and not become more closely involved in it.

The Hospital Pharmacists' Association officers were wanting more information concerning the support that might be given to them by other pharmacists in retail practice in their wages claims.

It was finally agreed that an existing subcommittee of the PSI Council that drew up the proposed constitution for the new body should write to the regions and various groups asking them to submit the name of a person to work on a steering committee and meanwhile the IDA and Hospital Pharmacists' Association will each hold meetings to clarify their positions.

Mr T. R. Miller opened the symposium by reviewing the historical development of pharmacy and pharmacists. He said that after the 1939-45 war trading provided an easy opportunity of earning a living. Cosmetics, photographic goods, flooded the market and people bought everything the shopkeepers offered. The pharmacist became involved in this trading activity and tended to forget his original calling—his professional work.

### Leaders to blame

The problem was aggravated by the leaders of pharmacy who made no effort to form a professional organisation or otherwise look after chemists' professional interests. A trading organisation, founded in 1910, looked after the trader/pharmacist fairly well until a few years ago. Then, because of circumstances outside their control, such as the abolition of retail price maintenance, the legal control over the sale of manufactured (scheduled) drugs and increasing competition from supermarkets, "this organisation has become obsolete".

The IDA is purely a trading body, preoccupied and fully absorbed in trading matters. "Rule 4 of their constitution states—to my astonishment and no doubt to yours: 'Special sections of the Association may be established by the Executive Committee for wholesale chemists, druggists and manufacturers legally carrying on such business in Ireland or for photographic dealers or traders of any kind who deal in goods usually sold by chemists and who shall undertake in writing to abide by the Rules of the Association'."

## How the new Union will operate

Later Mr Miller described the structure and organisation of the proposed new body as "an umbrella complete with ribs". There would be an executive committee with full control and powers of management over all its activities.

Each "rib" would have its own committee with its own chairman to look after the interests of a particular section of the organisation.

Having decided what is best in the interests of that particular group, the committee would present its recommendations to the Executive. "If the Executive agrees with the recommendations, they will have the complete support of all the remaining 'ribs', and its decision will then be implemented by the Executive. Each 'rib' will have the facilities of an office and the right to hold meetings in the Union's premises. For example, the community pharmacy section could hold a meeting on, say, the first Monday of each month, the hospital pharmacists on the second Tuesday and so on. There would be a director or secretary

appointed to carry out the directions of the Executive and generally to plan strategy."

In his opinion the policy of any organisation purporting to look after the interests of pharmacists, must have among its priorities the establishment of effective public relations to enhance the image of the profession.

He wanted to see an up-to-date detailed price list, regularly amended and a national locum service based on insurance principles, involving a small yearly premium. "Many 'one man' pharmacists would be hard-pressed financially if they had to pay £40 or £50 per week to a locum for any length of time. Therefore, one should insure against this risk," declared Mr Miller.

He considered that the "rib" for hospital pharmacists would aim to secure the recognition of the important role of the pharmacists in the hospital service. "He must be in complete control of drugs and medicines throughout the hospital."

Although there were only three army pharmacists the aim would be the achievement of equal status in the army service with doctors, dentists and engineers.

### A fair return

Offering his personal thoughts, "since the last word must lie with the Executive Committee," Mr Miller said, "any money subscribed to the new body must be used in the interests of all its members and members will only get from the organisation as much as they are prepared to pay into it. To my mind, it has always been the curse of pharmacy that we think in terms of minims and grains and if we get these thoughts out of our systems, it would be to our advantage."

Mr Miller ended his remarks by thanking "all the loyal pharmacist members of my Committee", the registrar and assistant registrar.

The chairman of the IDA Mr A. Herriott, stressed that nothing but goodwill was coming from the Association

*The president with members of the organising committee: left to right, Mr J. Fehily, Mr R. J. Power, Mr S. Byrne and Mr T. Hassett*





towards the new project. However, the structure of the IDA must remain in tact so that the Association could continue to look after the trading of its members. The vast majority of members of the Association voted during a recent referendum to retain the Association, at the same time affiliating to the new organisation.

Mr Brown, chairman, Hospital Pharmacists' Association, said his members would be asking what would the new body do for them. He envisaged that it would help him to get things done by the hospital and dispensing authorities. He asked if the body would give its support if his members had to "withdraw their services".

Mr J. Gleeson, Dublin, describing himself as a "pharmaceutical nobody" said the pharmacist found himself in the extraordinary position of having to sell earrings and lipsticks while the job for which he was trained was being done by others—doctors, veterinary surgeons and nurses.

Mr P. Duffy, Cork, said the suggestion that there was a conflict between the IDA and the proposed union was not true. It was only a matter of working out the details.

When asked if he would agree to transfer the IDA licence to negotiate salaries Mr Herriott said he did not think it was transferable.

Mr Miller suggested that the problem was not insurmountable. "Agree to form the Union and a steering committee and let them get on with the job."

## President answers attack

The Irish Pharmaceutical Congress was opened on Sunday October 10 in Wexford, by the mayor of the town, Alderman Kevin Morris. Welcoming about 150 members he said the Wexford public were well-served by the local pharmacists who had been responsible for organising the Congress.

When thanking the mayor Mr R. J. Power, president, Pharmaceutical Society of Ireland, also welcomed the many visitors to the Congress and said that there were a number of problems to consider during the three days. The new Pharmaceutical Union and the statement to be made by Mr M. L. Cashman of the Joint Negotiating Committee was among those he referred to.

He also wanted to take the opportunity of refuting newspaper reports suggesting that drugs in Ireland were unduly expensive.

"Each year we read critical and uninformed commentary on the cost of drugs and pharmaceutical services in Ireland, and this year was no exception", he said. An article which appeared in the Social Security Bulletin May 1971, published by

the US Department of Health, Education and Welfare, reported the result of a study of drug costs, prices and use in eight countries. The countries covered by the study included: the United States, Australia, Brazil, Canada, Ireland, Italy, New Zealand, Sweden and the United Kingdom. The price levels of 20 widely-prescribed drugs were compared and wide variation in prices from country to country were reported even in single products by the same companies.

### Proof from figures

"It is interesting to note that the price levels of nine products in Ireland were in the lowest category, a further five products appeared in the seventh and second lowest category; five products appeared in the sixth or third lowest category and one preparation was listed in the fifth lowest." Prices in Ireland, in every case, fell below the categories listed as—high, second, third and fourth. "These figures alone, from an authoritative source, should give the lie to those who assert that the price of medicines at Irish pharmacies is unduly high."

There had been considerable comment recently about an alleged preoccupation with depressing news by the news media, said Mr Power. "Annual congresses of professional bodies or trade unions are not normally characterised by optimism or self-satisfaction. It is pleasant, therefore, to be able to report that good news may be on the way—good news both for pharmacists and for the public they serve. I refer, of course, to the proposed re-organisation of the Health Services under the 1970 Health Act.

"Pharmaceutical chemists will very soon be asked to express their approval or otherwise of arrangements which have been negotiated with the Department of Health, for the provision of pharmaceutical services to members of the lower income group. Naturally I do not want to prejudice the outcome of this referendum but, if and when agreement is reached, it could represent a major step towards redressing the steady erosion into the income of pharmacists which has occurred through the operation of State provided services," Mr Power continued.

### High standard

"This will be good news for the recipients of the service also. For the first time, many of them will enjoy the same high standard of pharmaceutical services which has been the prerogative of other sections of the community. The social stigma attaching to the Poor Law concept of health services may soon be eliminated," the president concluded.

The proceedings began on Sunday with an ecumenical service conducted by the Reverend R. C. Elliott, Presbyterian Church, Dr T. E. Sherwood, St Peter's College, Wexford (brother of John Sherwood, MPS, Wexford local committee) and the Very Reverend T. H. C. McFall, Dean of Feons, Church of Ireland. Special prayers were said for the Pharmaceutical Society Ireland and its members. The hymns were led by a group of St Peter's College students.

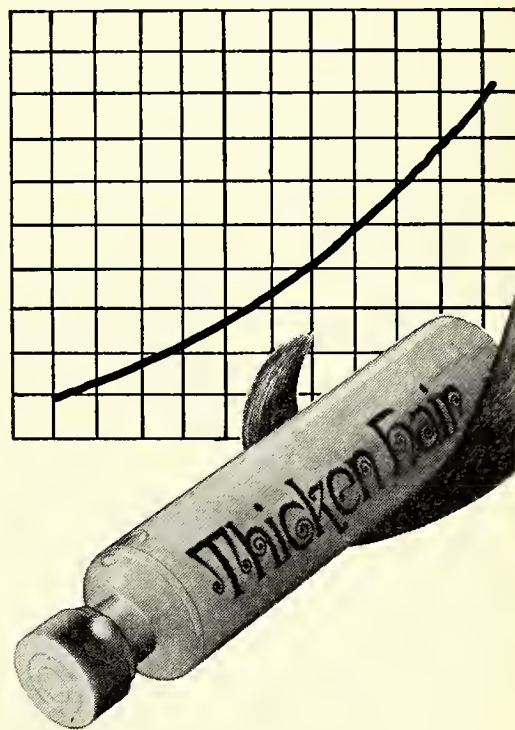
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1971

# "Thicken Hair" gains immediate acceptance

sales rise rapidly—  
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Customers keep coming back.

Trial buys become repeat purchases. Girls identify their problem with Thinderella. Chemists throughout the country cash in on a new market created by Thicken Hair.





## Wexford Congress round-up

# Pharmacy in the Common Market

A single social security system for all EEC countries was forecast by Dr Garrett Fitzgerald, TD, in his address to the Irish Pharmaceutical Congress on October 11. He envisaged the system might be operating in 20 years, although it might take longer.

His paper "The Irish pharmacist and the EEC" dealt with the various draft directives relating to pharmacy and the method of decision-making process within the EEC.

The general pressure on prices and margins in pharmacy in the EEC, said Dr Fitzgerald, was downwards. "There is enormous pressure in all these countries from the social security authorities to keep prices down. New drugs at prices higher than those of existing drugs could be banned by the authorities unless the price were cut by an amount proposed by the authorities," he said.

The development of a single social security system throughout the community would strengthen the pressures against manufacturers' prices and pharmacists' margins.

He added that all six countries at present in the EEC had legislation which governed the pricing of prescriptions compounded by pharmacists, involving compounding and retail margins on the basic material costs.

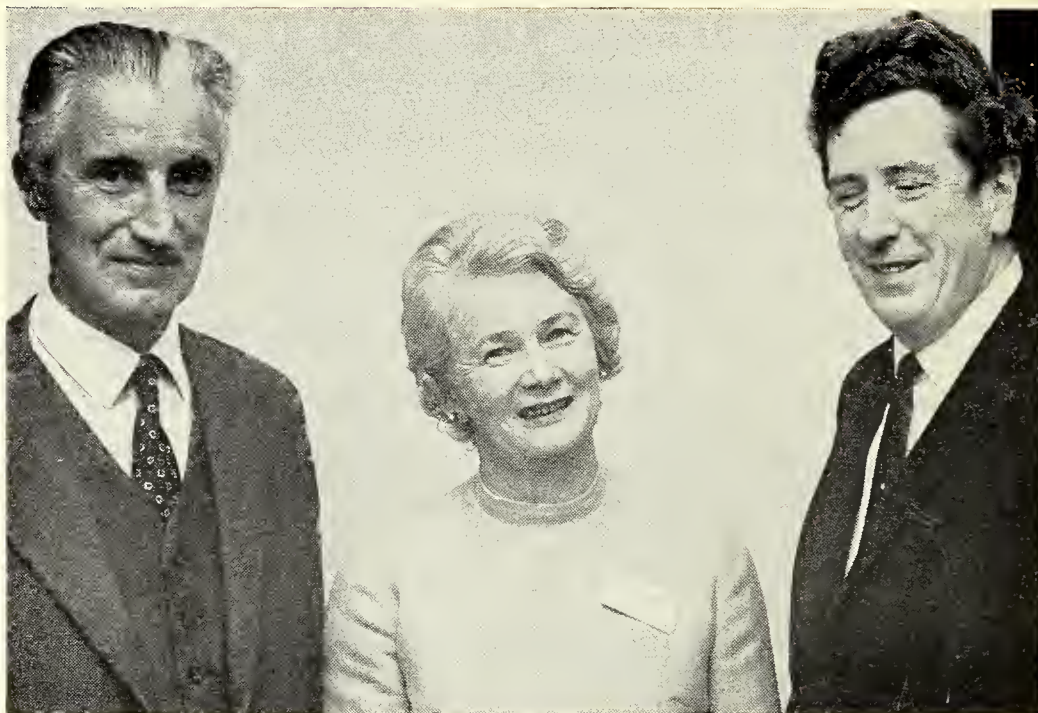
### Price systems

Although the draft directives contained no provisions concerning prices. There could be an extension of those pricing systems to the countries now seeking entry.

EEC membership, said Dr Fitzgerald, would have many important implications for the profession of pharmacy in Ireland. EEC regulations would extend to such matters as the basic education and qualification of pharmacists.

At present, he said, there were in the draft directives (not yet passed by the Council of Europe) regulations which would demand for pharmacists a university course of at least 4½ years' duration, admission to which would be by matriculation, together with a six-month period of apprenticeship or practical experience.

In the case of a pharmacist who was going to own and run his own retail pharmacy, the six months period was extended to one year. The pharmacist must have premises and technical equipment meeting the standard laid down by his Government and "satisfy any conditions as to professional morality and good standing, as well as physical and mental health that the State may lay down". Of course, he must be registered with the relevant professional organisation.



Left to right: Mr M. L. Cashman, Mrs Estelle Leigh and Dr Garrett Fitzgerald, TD, who addressed the conference on "The Irish pharmacist and the EEC"

A draft directive before the European Parliament, if approved by all Council of Ministers, would mean that the pharmacist's responsibility is not confined to those drugs he compounds but extends to drugs made by manufacturers and retailed by the pharmacist—although that did not, of course, reduce in any way the responsibility of the manufacturer.

"The purpose of this requirement is to ensure that from the time the drug leaves the factory until it is handed over to the member of the public, no alteration can take place in it for which responsibility cannot be pinned on someone," he said.

This was an extremely onerous responsibility—some might feel unrealistically onerous—and within the Commission there were some who doubted the realism of the requirement. Yet it did apply already in one member country, Belgium, where each year an impressive number of drugs were withdrawn from consumption as a result of that requirement.

Dr Fitzgerald referred to the provision that drugs should be retailed only through pharmacies, a corollary of which was that member states should ensure that pharmacists did not undertake in their dispensaries trade in goods other than those featuring on a list prepared by the national governments. "Because of the diversity of economic conditions in member states it would be impossible to prepare a Community List of goods in which alone pharmacies are to be permitted to deal. It is thus open to each government to determine the contents of this list for itself in accordance with the needs of its particular society". As part of the move towards a gradual decommercialisation of retail pharmacies, members of the Commission staff envisage that it would be desirable that in each member State there should be directives prescribing that a pharmacist should maintain an external

appearance to his dispensary that would distinguish it clearly from a normal commercial enterprise, but no provision to that effect is contained in the draft directive.

He felt that pharmacists whose shops were in areas of low population density might well be permitted to continue to sell items other than drugs and medical appliances but he advised the pharmaceutical profession to take action now and to consult with the government and civil servants as to what would or would not be desirable in this respect.

### Some compensation

He said that the restriction on the sale of non-pharmaceutical items in chemists' shops might be financially offset to some extent by complementary regulations which would prohibit any retail outlets other than pharmacies from selling even such drugs as aspirin and digestive tablets.

Dr Fitzgerald again stressed the desirability of the pharmaceutical organisations discussing in depth the various aspects of the directives to ensure that the profession's views were known by the government departments.

Mrs Estelle Leigh, member of Council, Pharmaceutical Society of Great Britain said that the British Medicines Act 1968 cleared the ground "to meet the directives". She foresaw difficulties in respect of the laying down of the length of university courses unless there was some agreement concerning the "point of entry into the university."

The provision of pharmacies in rural areas was a paramount professional responsibility. There was also a need to gather together as much statistical information as possible about the future of pharmacy. She also mentioned that within the EEC directives, there was provision for the conducting of biological and biochemical testing within pharmacies.



## Retailing's need to re-appraise

"Licence to sell" was the title of a paper reviewing some modern retailing and management techniques given by Mr Patrick M. Quinn, MPSI, Irish Management Institute.

He said that retail pharmacy, like most other sectors of retail trade, was going through a period of change and development. The one certainty about such changes was that they were inevitable and that they happened with an almost bewildering speed. Changes which had a direct bearing on business included: the increased leisure of customers; the breakdown of trade barriers as between retailing units; greater urbanisation; the increased discretionary spending power of customers and the decline of city centres coupled with peripheral developments. There was also the decline of rural population.

All such changes influence when, where and how businesses are conducted, the type of staff employed and, more important, the pharmacists' attitude towards business. The ability to grasp the challenge of change eventually determines the success or failure of a business.

Mr Quinn said: "We might ask ourselves the question 'Why are we in business?', and in common with most business proprietors, the answer will be one or other or a combination of the following: 'I inherited it'—'I was trained to do it and can't do anything else'—'To provide employment for self and others'—'To meet a challenge'—'To provide a service'—'To provide an income for self and family'—'To build up assets'—and, of course, the almost universal 'To make a profit'."

Many of these objectives, however, have very little commercial significance. In order to survive in tomorrow's commercial world the profit objective should be of primary importance.

### Return on capital

If you are not getting a better return on the capital employed, than you would get from gilt-edged securities, then it might be more profitable to sell your business, invest the money and take a job. However, there are some pharmacists whose objectives are not concerned with the return on investment concept, and who are prepared to continue in business for personal reasons."

Having decided that they wish to remain in business, pharmacists must get the most favourable results through the utilisation of the resources at their disposal, such as people, premises, finance and "time". But before doing so they must evaluate the alternatives. These may be defined as "Stay exactly as you are—Sell present products to a wider market—Sell new products to the present market—Sell new products to new markets—Investigate possibilities of a merger—or—Sell the business."

Mr Quinn referred to some of the factors involved in the successful operation

of a business and mentioned the need for awareness of new methods of training, participation in inter-firm comparisons and membership of local trade associations. There was a need to become involved in the training of staff. The Irish Productivity Council ran courses in display and selling techniques.

There was a necessity to regularly re-appraise a business under the headings: finance, and the accessibility and appearance of the premises, there was also a need to look at stock, and then suppliers, the range carried, and security. Mr Quinn believed that group buying would increase. Successful planning was primarily a matter of productivity, profitability and innovation. He anticipated the future would see fewer but larger retail outlets and greater co-operation at retail level.

## Health Minister gives pledge on medicines

At the Congress banquet on October 13, the Minister for Health, Mr Childers, said it was his intention, wherever possible, to provide that medicines should be dispensed and supplied by pharmacists. It was no part of his design to deprive those eligible for general medical services of the protection which the pharmacist represented in that respect. He added that health expenditure on all drugs for medical card patients had increased from £300,000 in 1958 to £2,750,000 in 1970.

Mr R. J. Power, the Society's president, said that as an adviser to the Minister on the National Health Council he was aware of "the passionate desire" of the Minister to provide the country with the best Health Service possible within the resources of the State. "I think you will agree with me that the position envisaged next year indicates a major step forward—as is also the decision to assist those persons with specific long-term illnesses."

While many subjects had been discussed at Congress, the talks on the Health Services had predominated, observed Mr Power. As most of those present were aware, the terms of the Minister's final offer to pharmacists were being sent to every potential contractor and he had no doubt that members, in reaching a decision, would be influenced by their long-standing contention that the dispensing for all the community was the rightful duty of pharmacists.

He felt that all professions involved in the Health Services were conscious of their social and professional commitments—and pharmacists were no exception. At the annual meeting of the Society earlier in the week, members had indicated to Council that pharmacists should participate in a discreet drug education programme for schools and young people—with the co-operation of parents and school authorities (p 605). Numerous inquiries had been received for competent speakers to address groups on drug misuse. "We are all well aware of the dangers of an

*Continued on page 625*

# JUNE 1971 "Thicken Hair" -the market leader... Outsells them all!

Competitors launch other 'Hair Thickeners'. Original Thicken Hair maintains its superiority. In quality. In sales. In consumer acceptability.



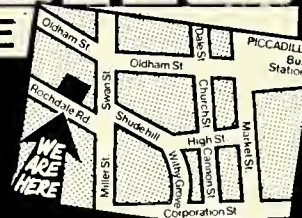


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The Regna Electronic Cash Register  
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Fully automatic  
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The two-in-one machine can be used as a till or an adding machine—just clip the top away from the drawer. No screws or pins.  
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MANUFACTURERS REC. PRICE £2,000  
ONLY 5 IN STOCK! DEMONSTRATION OF THIS MACHINE BY APPOINTMENT  
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The DE-LUXE  
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Here are just a few of the features on this machine: • Adding/Subtraction with credit balance • Positive and negative multiplication with or without product retention • Negatives in red print  
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Size No. 2 (small)  
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# BARONS

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Continued from page 623

alarmist, hysterical approach to this problem, which, unless handled properly, could in fact be more harmful than beneficial."

The president then dealt with the problems affecting pharmacy on entry into EEC and referred to the negotiations going on at professional and official level. He was very gratified that a liaison committee, with officers of the Department of Health, had been established with the approval of the Minister. He then outlined Council activities in anticipation of entry into EEC and ended with a tribute to the organisers of the Congress.

Dr H. O'Brien-Moran, president, Medical Union, appealed for the elimination of the mailing of literature by drug manufacturing firms and said the practice must add very considerably to the cost of drugs. Personally, he found objectionable, not merely the fact that such literature was not printed in the Republic but that it was mailed from outside the country in a few European centres which gave special rates for that type of posting.

## PSI annual meeting hears of complaints

During the year ended June 30, 32 pharmacies in Ireland closed and four new ones were opened, said Mr R. J. Power, president, at the annual meeting of Pharmaceutical Society of Ireland held on October 11 at Wexford. There are 1,204 community pharmacies—including 358 in the Dublin area—and 10 druggists' shops.

The Council instituted legal proceedings on 13 occasions for breaches of the Poisons & Pharmacy Acts and convictions were secured in every instance. Five cases involved pharmaceutical chemists, two involved limited companies and the remaining six were general merchants.

Mr Power said that complaints were received from time to time from members of the public concerning the quality of the service provided in their local pharmacies. On investigation some prove ill-founded or frivolous. Only in a small number of cases is it established that the standards of practice expounded at the College of Pharmacy are not upheld. "It is a pity," said Mr Power, "that the carelessness of a few will tarnish the hard-earned image of the profession in the eyes of the public or of our sister professions."

Mr Power stressed that a prescriber should be consulted in every case before his instructions on a prescription were modified.

The arrangements made by the Council for the implementation of pension facilities through the Canada Life Assurance Company were mentioned by the president. The group death-benefits-scheme had not received the 90 per cent acceptance to achieve the agreed low premium. The Council are to issue a further circular to members to try and achieve the desired percentage.

The Practice of Pharmacy Committee had given careful consideration to the demonstration of techniques in biological

testing. Representatives of the Committee are to meet members of the medical profession for discussion and it is hoped that their co-operation will enable the introduction of biological testing as a service.

It is proposed to set up advisory health committees at county level to assist the Regional Health Boards in carrying out their statutory functions. Mr Power emphasised that it was essential that a competent pharmacist should be selected by his colleagues in every county as their representative on these advisory committees and that the names of those selected should be forwarded to the Society for submission to the Minister at the appropriate time.

The Council had devoted a good deal of time to considering the functions and role of pharmaceutical assistants. The real issue was whether their functions could be more precisely defined, "so as to curb certain abuses that had become evident in recent years."

The president regretted the Council had found it necessary to limit entry of the Assistants' Course to 60—the maximum number of students that could be accommodated at the College.

In future, before making any firm commitments, pharmacists should ensure that students wishing to undergo a period of apprenticeship had been granted preliminary registration by the Council.

The Council had discussed the financial burden of providing education at degree level for pharmaceutical students pending the proposed meeting with the Minister for Education.

## Treasurer presents his report

The Council of the Society was doing all it could to hurry forward the day when the Society would cease to be responsible for the financial up-keep of the College of Pharmacy, said Dr W. Boles, treasurer, when presenting the Society's accounts at the annual meeting. He said that without its teaching commitments the Society could discharge its functions.

Dr Boles explained that many of the expenses shown in the accounts were shared by the College and the Administration. After the audit, the auditors apportion costs that are common to both the Society and the College. The resulting adjusted account is presented to the Department of Education when the Society applies for a State grant.

Dr Boles reminded members that a new scale of fees would operate from January 1, 1972.

The annual subscription for members of the Society would be £10.50, and that for Associate Druggists £9.50. The retention fees would be: Licentiates, £9.00; Registered Druggists, £6.50; and Pharmaceutical Assistants, £5.00.

Whilst the bank strike earlier this year had caused delays in payments of fees, it was disquieting, said Dr Boles, to find so many fees still unpaid on June 30, the date of the audit. The balance sheet included an item, "debtors £1,418", that was, in the main, members' outstanding subscriptions.

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# COMPANY PROFILE

Duphar Laboratories Ltd

## Innovations— from vitamins to steroids

The British Pharmaceutical Index\* for 1970 which lists the 30 "ethical" pharmaceutical products to have made the fastest growth during the year, includes four products from Duphar Laboratories Ltd: one of them, Influvac, is in second place.

Duphar Laboratories Ltd's turnover in 1970, according to another table in the Index, shows a rise of 85 per cent on 1969. Since the average growth rate of "ethical" pharmaceutical market in the UK was only 9 per cent in 1970, the importance of the company's figures appears significant.

Operating from Basingstoke, Hants, Duphar Laboratories were formed early in 1969 to market in the UK the "ethical" products originating from the research laboratories in Holland of NV Philips-Duphar which, in turn is the chemical/pharmaceutical division of NV Philips Gloeilampenfabrieken, Eindhoven.

Duphar Laboratories is a wholly-owned subsidiary of Duphar Ltd, which has an issued share capital of £50,000, and which is also the holding company for two other subsidiaries—Duphar Medical Ltd and Duphar-Midox Ltd.

### Fields of research

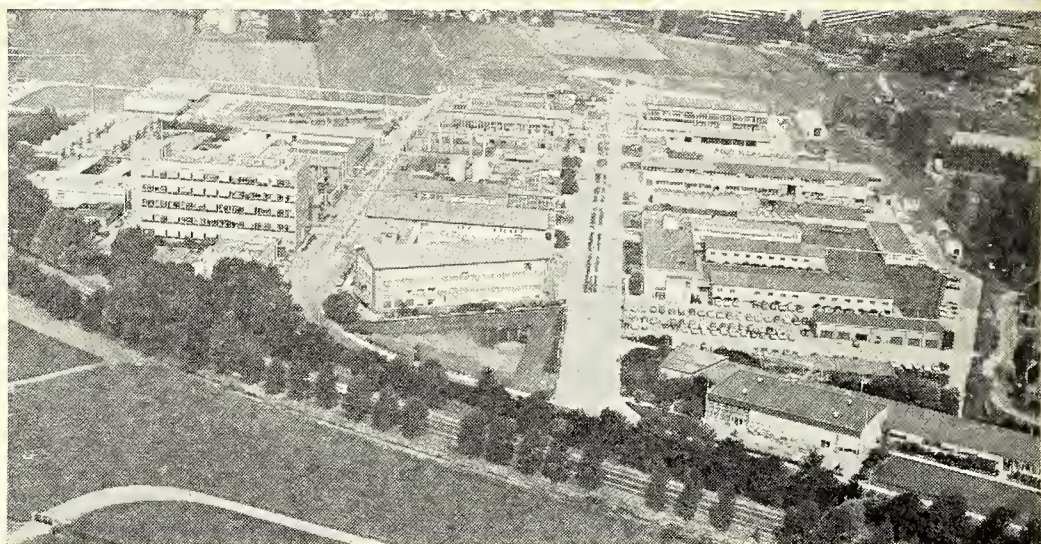
It has been, and is, the policy of the parent Dutch company, to direct their research at selected fields and to develop only products of their own research. By concentrating their efforts in this way they have been able to launch successfully about seven items, all of which have arisen (with one possible exception) from their own researches.

Influvac, being an influenza vaccine, is the possible exception, but even so, as a result of the company's research, a special inactivation method has been employed, the process being patented in a number of important markets. The vaccine, which accounted for a quarter of Duphar Laboratories' turnover in 1970, is reformulated annually to provide protection from those strains of influenza virus expected to cause the complaint in the coming months.

Duphar's most recent introduction, Serc, used in Meniere's syndrome came on general release in December 1970, although it had been available to hospitals some months before that.

Prior to 1969, a number of Duphar's products were made and distributed by Crookes Laboratories, which at that time were jointly owned by Philips Electrical and Arthur Guinness, Son & Co.

Following a decision of Philips-Duphar in Holland to expand their overseas mar-



*The NV Philips-Duphar laboratories at Weesp, 16 miles from Amsterdam*

kets, it was decided to set up their own marketing company in Britain. Appointed to head Duphar's operations in Britain was Peter L. Hamilton.

Peter Hamilton was born in Indonesia, and after war service joined the Dutch East Indies Government export agency in that country as head of the import section. In 1951 he joined Shriro, a large US import/export agency in Indonesia, as general manager. He went to Amsterdam in 1960 to join Philips-Duphar and took up his present position in April 1969.

Asked for a reason for the company's success in what is a keenly competitive industry, Mr Hamilton said he laid great emphasis on the standard of Duphar's representatives, to their seeing doctors regularly and to making the most of the limited time available at each interview.

The selected areas of research which have been investigated and the products arising so far are: Respiratory—Influvac; cardiovascular—Duvadilan, Serc; obstetric, gynaecology—Duphaston, Duvadilan and gastroenterology—Colofac, Duphalac.

In August 1970, Duphar Laboratories' sister company, Duphar Medical Ltd, was formed to market some of the specialist products of NV Philips-Duphar. Its isotope division services the field of nuclear pharmaceuticals and markets isotopes produced by Philips-Duphar's own cyclotron. It should be noted that their parent company, Philips Lamps, are the world's largest manufacturers of cyclotrons. In 1968 the UK market for radio isotopes was worth just over £500,000; the 1975 projected figure is £2½ million.

Another division of Duphar Medical Ltd markets apparatus, the first of which, the Lifelift stretcher, has recently been announced. With the Lifelift stretcher, a casualty can be transferred from the scene of an accident to the hospital in exactly the same position as he was found.

Although Duphar is a comparative newcomer to Britain, the pharmaceutical and chemical operation embodied in NV Philips-Duphar began in the late 1920s with Doctors Reerink and van Wijk, Philips' research scientists investigating

chemical ways of measuring ultra-violet radiation, discovering a way of synthesising vitamin D.

A company was formed jointly with the chocolate manufacturers Van Houten in 1928 to make and market vitaminised chocolates, using vitamin D.

In the late 1940s Philips-Duphar also discovered their own method of synthesising vitamin A. Today the company are the largest manufacturer of synthetic vitamin D—and one of the major vitamin A suppliers—in the world.

At the same time, Philips-Duphar acquired several pharmaceutical and chemical companies to broaden their interests. Van Houten decided to concentrate their activities in the confectionery fields and withdrew from the partnership. In 1948, Philips decided to invest extensively in the research, development and marketing of chemicals and pharmaceuticals. As a result of that decision Philips-Duphar developed as it is today.

Currently, the company have wholly-owned and partly-owned subsidiaries and agents in 80 countries, excluding the North American activities of the legally independent United States Philips Trust. Worldwide they have 4,500 employees of whom more than 500 are employed in research and development.

One of Duphar's most important accomplishments has been the discovery of an entirely new class of hormonally-active steroids. Whilst most research seemed to have been aimed at the introduction of substituents into the steroid molecule, Duphar discovered a method of preparing steroid hormone analogues with stereo-chemical variations by changing the configuration of the steroid molecule through irradiation. It was found that a stereo-chemical change at carbon atoms 9 and 10 led to a compound with interesting pharmacological properties. An example is Duphar's dydrogesterone, a pure synthetic progestogen which is orally active.

\* British Pharmaceutical Index is compiled by IMS Ltd, London.



# MARKET NEWS

## Some prices drift lower

London, October 20: Most prices in the crude drug sector were unchanged on the week but some drifted lower because of the lack of business. Pepper was about the only commodity in which buyers showed much interest. Brazilian menthol, Costa Rican ipecacuanha and lycopodium were down by £0.05lb.

American lobelia herb was offered for shipment at £760 metric ton; spot is still unobtainable as is the manufacturing variety of Alexandria senna pods. Benzoin was easier by £1 per cwt while Peru balsam firmed slightly.

Tinnevelly senna shipped from Tuticorin during September included:

	US tons	UK tons	Europe tons
Senna leaves	—	13	301
pods	—	12	124

Ceylon citronella was dearer forward but Chinese was easier in both positions. Spot Brazilian peppermint and Chinese spearmint for shipment were easier. Petitgrain at £2.65 kg, cif, was up £0.10; palmarosa was down £1 for shipment.

Sulphadiazine prices eased slightly elsewhere among pharmaceutical chemicals former rates were mostly repeated.

## Pharmaceutical chemicals

**Adrenaline:** (Per g) Synthetic 1-kg lots, £0.059 500 g (£0.067); acid tartrate, 1 kg (£0.44); 500 g, (£0.05).

**Alcohol:** (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—SVR doubly rectified 96.1 per cent £0.303; absolute 99.9 per cent £0.315. In drums 900 gal minimum respective prices are £0.317, £0.329; Synthetic grades are 96 per cent, £0.233 and 99.9 per cent, £0.245 in tank wagon; £0.247 and £0.259 in drums for 900-bulk gal; industrial grade 95 per cent £0.164 in bulk and £0.178 in drums.

**Ammonium bicarbonate:** £55 metric ton delivered; carbonate lump and powder £88.20.

**Ascorbic acid:** £2.36 kg; 5-kg £2.33 kg; sodium ascorbate plus £0.23; coated plus £0.10.

**Aspirin:** 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.

**Atropine:** (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.

**Bemegride:** BPC £16 kg.

**Benzamine lactate:** 500-kg lots, £51.15 kg.

**Benzocaine:** 50-kg lots £1.48 kg.

**Bismuth salts:** £ per kg.

	12½ kg	50	250
carbonate	5.80	5.60	5.55
salicylate	4.70	4.50	—
subgallate	4.95	4.75	—
subnitrate	5.15	4.95	4.90

**Borax:** BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86, Technical grades less £20 per ton.

**Bromides:** Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0.52	0.43	0.40½
Potassium	0.47	0.38½	0.36
Sodium	0.46	0.38	0.35½

\*Powder plus £0.02.

**Caffeine:** (50-kg) Anhydrous and hydrate £1.78 kg.

**Calamine:** BP grade £267.50 per metric ton.

**Calcium lactate:** 250-kg £412 per metric ton.

**Calcium pantothenate:** £5.23 kg; 25-kg, £5.18 kg.

**Chlorophenesin:** 50-kg lots £3.62½ kg.

**Cortisone:** acetate £0.25 per g.

**Cyanocobalamin:** up to 200-g lots £2 per g.

**Dienoestrol:** 5-kilo lots £62.50 kg.

**Digoxin:** Up to 25-g lots £2.60 per g.

**Emetine:** hydrochloride £375 kg;—bismuth iodide £212.50.

**Ephedrine:** (25-kg per kg) alkaloid £11.64; hydrochloride £9.25; sulphate £9.50.

**Ether:** Anaesthetic BP—2-litre bottles £0.87 each for under 350 litres; £0.81 for over 350 litres; 32-kg drums £0.41 kg for 500-kg lots. Solvent BP—per metric ton in drums from £294 for 500-kg lots in 16-kg drums down to £266 in 130-kg drums; 250-kg from £304 to £276.

**Folic acid:** 1-kg £32; 50-kg £28.29.

**Hydroxocobalamin:** £5.25 per g.

**Ichthammol:** 1,000-kg lots £0.52 kg.

**Iodides:** (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).

**Kaolin:** BP £66 per 1,000-kg in 25-kg sacks.

**Magnesium hydroxide:** £541.66½ metric ton.

**Magnesium oxide:** BP (per metric ton); light £541.66½; heavy £890.

**Magnesium peroxide:** (15 cent) £21.93½ cwt.

**Magnesium sulphate:** BP from £38 metric ton exsiccated £75-£80 ton, ex works.

**Magnesium trisilicate:** £441 metric ton.

**Mercurochrome:** £7.95 per kg.

**Mersalyl:** Acid £15.75 per kg; sodium £21.50.

**Methylated spirits:** In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0.308 per bulk gal; perfumery quality £0.359; mineralised 64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively.

**Nicotinamide:** (Per kg) 1-kg £2.12; 25-kg £2.07 50-kg £2.02.

**Nicotinic acid:** (Per kg) 1 kg £1.93; 50-kg £1.83.

**DPanthenol:** £9 kg; 5-kg £8.50 kg.

**Parachloro-meta-xylenol:** 50-kg lots £0.90 kg.

**Phenolphthalein:** 250-kg lots £0.94 kg.

**Physostigmine:** (100-kg lots per kg); salicylate £686.70; sulphate £878.70.

**Pilocarpine:** 1-kg lots hydrochloride £102; nitrate £95.

**Potassium permanganate:** BP £0.22½ kg technical £0.21½.

**Pyridoxine:** £6.15 kg; 25-kg £6.05 kg.

**Riboflavin:** £14.16 kg; 25-kg £14.06.

**Saccharin:** BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

**Salicylamide:** (Per metric ton) 5-ton lots £700; 1-ton £710; ½ ton £720.

**Sodium benzoate:** One-metric ton lots £28.33 kg.

**Sodium bicarbonate:** BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

**Sodium carbonate:** 98-100% in 1-cwt bags from £23.47 long ton delivered in 8-ton lots.

**Sodium chloride:** Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.

**Sodium perborate:** (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.

**Sodium percarbonate:** (Per metric ton) £163.

**Sodium salicylate:** 1,000-kg lots £0.50 kg.

**Sodium sulphate:** BP from £35 to £40 per metric ton as to crystal. BP exsiccated £60 ton.

**Sodium thiosulphate:** £44 per metric ton.

**Sorbitol:** Powder £335 metric ton for over 250 kg.

**Stilboestrol:** BP in 25-kilo lots £33 kg.

**Strychnine:** (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

**Sulphadiazine:** 50-kg lots £3.47 kg.

**Terpineol:** 50-kg lots £0.49 kg.

**Theobromine:** Alkaloid £13.50 kg delivered.

**Thiamine:** Hydrochloride and mononitrate £10.42 kg; 25-kg £10.37.

**Thymol:** In 1-ton lots £2 per kg.

**Vitamin A:** Oily 1 m iu per g £6.68 kg; 5 kg £6.58 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu, £4.90.

**Vitamin D:** Powder for tableting 850,000 iu per g, £17.81 kg; 5-kg £17.75 kg.

**Vitamin E:** (per kg) £9.25; 5 kg lots £9.15; 25 per cent dry powder £4.29 and £4.69 respectively.

**Zinc carbonate:** BPC 25-kg sacks £0.26 kg.

**Zinc chloride:** granular 96-98% £135 metric ton.

**Zinc sulphate:** heptahydrate £44 metric ton.

## Crude drugs

**Aconite:** Napellus: Spot £1,050; £1,000 metric ton, cif.

**Agar:** (lb) Kobe No 1 £0.85 cif; European £0.73.

**Aloes:** (metric ton) Cape primes £235 spot; £220 cif. Curacao £800 spot; £760 cif.

**Balsams:** (lb) Canada: £1.85 spot; Shipment £1.80 cif. Copaiba BPC £0.60; Para £0.40. Peru: £1.05; £1, cif. Tolu: BP £0.70.

**Belladonna:** Leaves £0.16 lb spot £0.15, cif. herb £0.12 spot, £0.11, cif; root £0.11 nominal spot; £0.10, cif.

**Benzoin:** BPC, £38 cwt; £34-£35, cif.

**Buchu:** Spot rounds £1.40 lb.

**Camphor:** BP natural powder £1.25 kg spot; £1.18, cif. Synthetic BP £0.57 kg in 500-kg lots.

**Cardamoms:** (Per lb cif) Alleppy greens No 1, £0.90 prime seeds £1.05.

**Cascara:** Spot £385 metric ton nominal; Nov-Dec £350, cif.

**Cassia:** Lignea, whole £612 metric ton, cif.

**Chamomile:** Hungarian £0.45, lb.

**Cherry bark:** spot £0.18 lb; £0.17, cif.

**Chillies:** Zanzibar £500 ton; no cif offers.

**Cinnamon:** Seychelles bark £225 long ton cif, Ceylon quills four O's £639; guillings £414.

**Cloves:** Madagascars £1,570 ton spot.

**Cochineal:** Tenerife black-brilliant £6.10 kg spot, Peruvian silver grey £5.20 spot; £5.10 cif.

**Cocillana:** Spot £0.35 lb.

**Colocynth pulp:** Spot £0.30 lb.

**Dandelion:** Root £490 metric ton spot; £470, cif.

**Ergot:** Nominal.

**Gentian:** Root £500 per metric ton spot; £475, cif.

**Ginger:** (long ton) Cochin £250, cif. Jamaican No. 3 spot £1,100; Nigerian split £260; £220, cif, Dec-Jan; peeled £375 spot, £325, cif; Sierra Leone £345, cif.

**Gums:** (Per cwt) **Acacia:** Kordofan cleaned sorts £14.50 spot; £13.25, cif. **Karaya:** No. 2 faq £23 spot. **Tragacanth:** No. 1 spot £270, No. 2 £230.

**Honey:** (Per cwt ex store). Australian light amber £12.60, medium amber £12, Canadian £12.15 Mexican not quoted; Chinese £9.50 nominal.

**Hydrastis:** £1.65 lb spot; £1.60, cif.

**Hyoscyamus:** Niger is nominal in both positions.

**Ipecacuanha:** Matto Grosso £3 lb spot; £2.85, cif. Costa Rican £2.80 spot, £2.70, cif.

**Jalap:** Mexican 15%, resin £950 metric ton, cif.

**Kola nuts:** African halves £80 metric ton spot.

**Lanolin:** Anhydrous BP minimum 1,000 kg £340-£375 per metric ton; cosmetic grade £390.

**Lemon peel:** Spot £0.13 lb; £0.12, cif.

**Liquorice root:** (metric ton, cif) Chinese £85; Russian £90. Spray-dried powder £396, delivered.

**Block juice** £431.50.

**Lobelia:** American herb £760 metric ton, cif.

**Lycopodium:** Indian £2.25 lb spot; £2, cif.

**Mace:** Grenada £0.35 lb, fob.

**Menthol:** (kg) Chinese spot £6.60; shipment £6.45, cif. Brazilian £4.65; Oct-Nov £4.55.

**Mercury:** Spot £212 per flask of 78 lb.

**Nutmeg:** (Per lb, cif). Grenada: 80's £600; sound unassorted £450, defectives £375, all cif.

**Nux vomica:** Spot nominal; Nov-Dec £100 metric ton, cif.

**Pepper:** Sarawak black Sept-Oct £380 ton cif; white £560 spot; £525, cif.

**Podophyllum:** Nominal.

**Quillaia:** £300 metric ton spot; £270, cif.

**Rhubarb:** From £0.30 to £1.50 lb.

**Saffron:** Mancha superior £80-kg.

**Sarsaparilla:** Short on spot; £0.45 lb, cif.

**Seeds:** (long ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £300. **Celery:** Indian £285; £225 cif. **Coriander:** Moroccan £77.50 cif. **Cumin:** Indian £230, cif. **Dill:** Indian £130, cif. **Fennel:** Indian £140, cif. Chinese £115, cif. **Fenugreek:** Moroccan for shipment £62, cif. **Mustard:** from £63.20 spot.

**Senega:** Canadian £1.67 lb spot; £1.65, cif; Japanese £1.15 duty paid.

**Senna:** (lb) Tinnevelly No. 3 faq leaves £0.06½; pods, hand-picked £0.11½; manufacturing £0.8½; Alexandria h/p £0.57-£0.65 ex wharf; manufacturing cleared.

**Squill:** White spot £260 metric ton; £250, cif.

**Styrax:** £1.12½ lb spot; £1.10, cif.

**Tonquin beans:** Para £0.37 lb spot; £0.32, cif. **Turmeric:** Madras finger £170 ton; £140, cif.

**Valerian:** (metric ton) Continental £290; £280, cif; Indian £215 spot; £200, cif.

**Waxes:** (ton) **Bees'** Dar-es-Salaam £700; Australian £660, both cif. **Candelilla:** £570 spot; cif nominal **Carnauba:** fatty-grey £405; £372.50, cif

**Witch hazel leaves:** Spot £0.30 lb; £0.27 cif. prime yellow £650 spot; £630, cif.

**Essential oils**

**Citronella:** Ceylon £0.90 kg spot; £0.90, cif; Chinese £1.10 spot; £0.95, cif.

**Palmarosa:** £7.85 kg spot, £6.50, cif.

**Peppermint:** (Per kg) Arvensis Chinese £2.30 spot; £2.20, cif; Brazilian £1.85 spot; Oct-Nov £1.80, new crop, Feb-March £1.65, cif. Piperata from £4.50.

**Petitgrain:** £3 kg spot; £2.65, cif.

**Spearmint:** American £5 kg, cif; Chinese spot £3.40 kg; shipment £3.30 cif.



# COMING EVENTS

## Sunday October 24

**South East Region, Pharmaceutical Society,** Falaise Hall, White Rock Gardens, Hastings, at 10.30am. Regional conference: "The practice of pharmacy in Europe".

**Yorkshire Region, Pharmaceutical Society,** University of Leeds, Woodhouse Lane, Leeds, 2, at 10.30. Regional conference. Speakers include Mr J. R. Dale and Mr C. C. Stevens (a member of Council) on: "Present trends in legislation." Mr T. P. Astill on: "Medicines Act as it affects general practice." Professor J. M. Rowson on: "Trends in pharmaceutical education."

## Monday October 25

**Guild of Public Pharmacists,** The Auditorium, Wellcome Building, 183 Euston Road, London NW1, at 7.30pm. Mr S. P. Parbhoo, (Department of Medicine, Royal Free Hospital) on: "Liver perfusion in the management of acute liver failure".

## Tuesday October 26

**Chiltern Region, Pharmaceutical Society,** Chelsea College, Manresa Road, London SW3, at 7.30pm. Lecture on mechanisms of adverse drug reactions (Postgraduate course).

**Leicester & Leicestershire Branch, Pharmaceutical Society,** Leicester Postgraduate Medical Centre, Royal Infirmary, Leicester, at 8 pm. Mr T. J. Gadd, a deputy prison governor on "Prison—past, present and future".

**Pharmaceutical Group, Royal Society of Health,** Criterion Restaurant, Piccadilly, London W1 at 12 noon. Luncheon. Guest speaker,

Dr W. R. L. Brown, on: "Communication between the hospital pharmacist and the pharmaceutical industry".

**Photo Lab Expo 71,** Alexandra Palace, London N22. Four-day exhibition.

## Wednesday October 27

**Birmingham Branch, Pharmaceutical Society,** St John's Hotel, Solihull, at 7.30pm. Buffet dance.

**Bournemouth Branch, Pharmaceutical Society,** Postgraduate Medical Centre, Royal Victoria Hospital, Bournemouth, at 1.15pm. Surgeon Cmdr J. E. Walters on: "Drowning".

**Bournemouth Branch, Pharmaceutical Society,** Main Committee Room, The New Hospital, Poole at 1.15pm. Mr J. Garfield on "Management of severe head injuries".

**Chesterfield Branch, Pharmaceutical Society,** The Sportsdrome Club, Bolsover, at 7.30pm. Informal dinner and dance.

**Doncaster Branch, Pharmaceutical Society,** Ye Olde Bell hotel, Barnby Moor, at 8pm. Annual dinner and dance.

**Powder Advisory Centre,** Alexandra National hotel, Finsbury Park, London N4, at 9.30am. One-day symposium on: "Powder handling and storage".

**Society for Drug Research,** 17 Bloomsbury Square, London WC1. One-day symposium on interferon inducers, Principal speaker, Sir Ernst Chain.

**South Eastern Federation of Pharmacists,** Cumberland hotel, Eastbourne, at 7.30pm. Annual dinner: principal guest, Mr K. R. Rutter, chairman, NPU Executive Committee.

**Sunderland Branch, Pharmaceutical Society,** Roker hotel, Sunderland, at 7.15pm. Annual dinner and dance.

**Wessex Region, Pharmaceutical Society,** Polygon Hotel, Cumberland Place, Southampton, at 7.30pm. Dr T. B. Booth (Senior lecturer,

Pharmaceutical Practice Research Unit, University of Bradford) on: "Finance control in general practice pharmacy".

## Thursday October 28

**Bristol Branch, Pharmaceutical Society,** Dyrham Lodge, 16 Clifton Park, Bristol, at 8pm. Mr J. R. Dale and Mr V. W. G. Franklin on: "The work of the pharmacy inspectorate".

**Cardiff Branch, National Pharmaceutical Union,** Connaught Rooms, Cardiff at 7.30pm. Jubilee dinner.

**Franco-British Pharmaceutical Commission,** Chelsea College, Manresa Road, London SW3 at 7.30pm. M Georges Hazebroucq on: "Physical methods for the control of pharmaceutical preparations".

**Warrington Branch, Pharmaceutical Society,** Hill Cliffe Hydro Hotel, Warrington, at 7pm. Informal dinner.

## Friday October 29

**Croydon Branch, Pharmaceutical Society,** Greyhound Hotel, Croydon, at 8pm. Dr Paul Turner on: "The future of medicine and pharmacy".

## Saturday October 30

**Leicester & Leicestershire Branch, Pharmaceutical Society,** Southfields Library, at 7pm. Eve of Hallowe'en party.

## Sunday October 31

**West Midlands Region, Pharmaceutical Society,** Clarendon Hotel, Leamington Spa, at 10.30am. Regional Conference on: "Counter prescribing". Speakers, Mr J. P. Kerr, Mr C. C. B. Stevens (both members of Council) and Mr G. Teeling-Smith (director, Office of Health Economics).

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The Evans Gadd Group of Companies as announced in the recent Steiner circular does not stock Steiner Products. Steiner Products apologises to any Retailer and the Evans Gadd Group for any inconvenience caused by this.



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Please write with your quotations, care of Box 1842.

**WANTED.** Tablet compressing machines, single punch and rotary, together with ancillary equipment. We are also looking for capsule filling machines. Please write: Box 1837.

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- ★ More details available by contacting Mr. C. H. Preston-Robinson, The Group Pharmaceutical Officer at King's Mill Hospital, Sutton-in-Ashfield, Notts.
- ★ Arrangements can be made for you to see the Department before making an application.

Applications giving full details to Group Secretary, 'OAK BANK', CROW HILL DRIVE, MANSFIELD, NOTTS.

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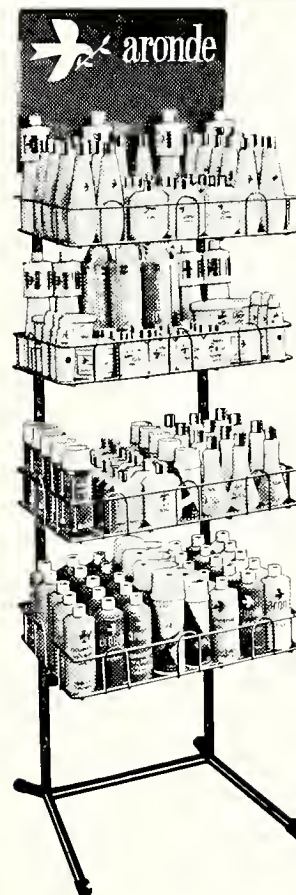
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